

OHIO STATE  
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# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 91

DECEMBER 22, 1934

Number 25



• Your entire business will be merrier all year 'round—and the New Year will indeed be a good year if you take full advantage of the greatest single development in Sausage Merchandising within the last 100 years!

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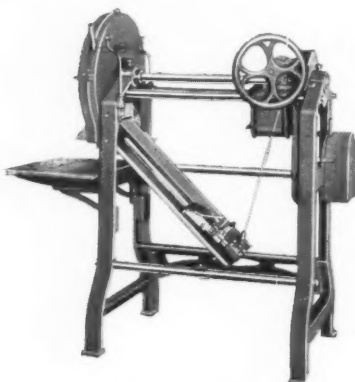


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"... the Best we have ever used!"



"BUFFALO" Air Stuffer



"BUFFALO" Bias Bacon Slicer

## WHITE PACKING COMPANY

(INCORPORATED)

*Pork and Beef Packers*

TELEPHONES 765 and 766

SALISBURY, N. C.

July 20th, 1934.

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Buffalo, N. Y.

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*B. B. White*

B. B. White, Plant Manager.

WHITE PACKING COMPANY.

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Week ending December 22, 1934

Page 3

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Further information will be sent upon request.



# The National Provisioner

The Magazine of the  
Meat Packing and Allied Industries

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"THE NATIONAL PROVISIONER  
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terials, hides, cottonseed oil,  
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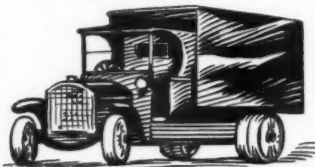
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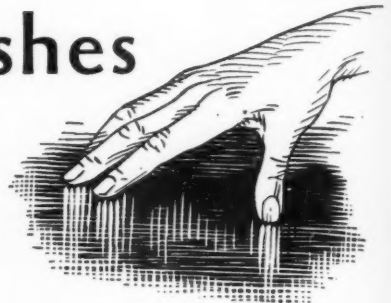
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# LUSTRO SOAP



# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
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## 30-Hour Week — Remedy or Fallacy?

By O. M. KILE

ONE of the most important and at the same time most dangerous proposals that face the coming session of Congress is that of the 30-hour week demanded by the American Federation of Labor.

It would seem that the basic and self evident economic fact that "we cannot all have more unless we produce more" would be so evident that no one would seriously propose further cutting down the work week at this stage of our economic development. The workers' need for more THINGS (goods and services) rather than for more leisure, is apparent on all sides.

Yet we find the American Federation of Labor demanding the 30-hour week at its last annual convention at San Francisco, and seeking to pledge each candidate for Congress to support a 30-hour week bill in the coming session of Congress. Even today regional groups of painters, paper hangers, plumbers, masons and other construction groups are agreeing on 30 to 36-hour weeks under NRA codes.

### A Dangerous State of Mind

Furthermore, many intelligent citizens and a few editors—probably prevailed upon by the cry "We must put our 10 million unemployed back to work"—have allowed themselves to slip into what one eminent economist calls the "depression psychology," and now take the position that perhaps we had better try the 30-hour week.

This is a dangerous state of mind, and unless checked will certainly lead to a further plunge into

One of a series of discussions on social legislation which will be proposed for enactment by the new Congress which meets January 1

depression. It is too much to expect Congress or even the President to stand out against the 30-hour week if the general public does not vigorously oppose it.

Never forget that in advocating the 30-hour week, labor

does not fail in always coupling this with the understanding that *this means 30 hours at the same weekly pay now received for 40 hours*. This is not a simple "spread-the-work" proposal. It is a proposal to increase the hourly wage by 33 1/3 per cent.

Few persons realize as yet that this would mean at least a 25 per cent increase in the prices of most manufactured articles. When traced back to their sources, manufactured articles are 80 to 90 per cent labor, and therefore a 33 1/3 per cent increase in labor costs all along the line would result in at least a 25 per cent increase in the cost of the finished article.

### Increased Costs for Consumers

It takes but little imagination to realize what would happen should we experience a rather sudden increase of 25 per cent in the price of nearly everything working men and everyone else have to buy.

We should no doubt partially exempt foods in our estimates, because it is safe to assume that agricultural labor would not be included in the 30-hour week. But all labor involved in canning, curing, milling and otherwise processing this food, and in transporting, retailing and delivering these agricultural products, would be under the 30-hour law,



and these items amount to far more than the original cost of the raw agricultural product.

A sudden 25 per cent increase in the selling price of goods and services would seriously interfere with consumption. After the first rush to buy before prices were expected to advance, there would be a terrific slump in buying. This would be inevitable, because with the 25 per cent increase in cost and little or no increase in national income, the

only possible outcome would be the purchase of less goods. Production would be paralyzed and men thrown out of work.

#### 25 Per Cent Pay Cut for Labor.

Every workman, who today probably favors the idea of a 30-hour week without any reduction in pay, would in fact be suffering a 25 per cent pay cut, for the very simple reason that with the 30-hour week in effect his pay check

(Continued on page 23.)

## Business and Government

News of governmental activities under the New Deal as they affect business and industry—especially the meat packing and allied industries.

### Social Legislation

**P**ROPOSALS of social legislation which will come before the next session of Congress are of vital interest to meat packers, sausage manufacturers, wholesale meat dealers and every other large employer of labor, as well as "white collar" workers in the meat industry.

It is well-known that President Roosevelt favors such legislation, and has appointed an economic advisory committee to work out plans. Reports from Washington are that among the recommendations this committee will make to the President's cabinet committee are plans for unemployment insurance and old age pensions.

#### Unemployment Insurance.

Unemployment insurance proposals which it is expected will be recommended include:

1. The employer to bear the full expense of the plan.
2. The collection of a 3 per cent pay roll tax.
3. Exercise by the federal government of a strong control over the form of state insurance plans by the payment of grants from this tax to those states whose insurance plans come up to federal specifications.

It is also proposed that payments to workers who become jobless should be 50 per cent of their pay, but these are not to be less than \$15 per week for 25 weeks in the year. States would be permitted to set higher standards where desired.

A period of from 2 to 4 weeks from the time the worker lost his job and the time insurance payments started was provided for.

A board of five members, headed by the Secretary of Labor, is recommended to set such other minimum standards as seem desirable.

#### Old Age Pensions.

Three plans for old age pensions will

probably be proposed to the President and his cabinet. These are:

1. A compulsory plan under which the states would pass a law compelling employers and employees to contribute to an old age pension fund.
2. A contributory plan by which both employer and employee would pay into a general old age fund.
3. A voluntary plan under which the employee would pay a specified amount each month for regular insurance that would care for his old age.

A federal subsidy would help to bolster the funds built up under the contributory and compulsory plans.

Any or all of these proposals would mean an increase in the operating expense of meat companies. Executives will watch the trend of such legislation closely, and if passed make provision for such taxes as added expense items.

### Business Has a Plan

**F**OLLOWING the offer of business and industrial leaders, made through their national organizations, to cooperate with the national administration on a program for business and agricultural recovery, a conference of such leaders was held this week at White Sulphur Springs, W. Va., at which a program of suggestions was drawn up for presentation to the authorities at Washington.

Desire to cooperate with the administration was manifest, but business and industrial leaders made it clear that all interests must be given consideration in any legislative or administrative program for the future.

Briefly summarized, the conclusions of the conference, drawn up for submission to the President and his advisers, were as follows:

#### One More Year of NRA.

1. Continuation of the NRA for one year from present expiration date, June 16, 1935. Favor legislation requiring

every code to contain maximum hours, minimum wages, prohibition of child labor; in industries not covered by a code these provisions to be urged by "moral suasion." No code to be continued which results in a "burdensome or unfair" price level. Development and submission and abandonment of codes to be voluntary in any industry. Approved codes to be binding upon all members of an industry.

2. Stop increasing the national debt during the year beginning July 1, 1935.

3. Balance the budget in the fiscal year beginning July 1, 1936.

#### Handling Relief Problem.

4. Stop "make work" government construction projects, returning the relief problem to local and state governments as quickly as possible. The "dole" payments, where necessary, to be rates sufficiently low to discourage idleness.

5. Establish a dollar of fixed and unvarying gold content as soon as possible. Arrange with principal nations to stabilize external exchanges.

6. Amend the securities act of 1933 to permit the resumption of the flow of private capital into business.

#### Put an End to Crop Control.

7. Cease undue restriction of production, processing or distribution of farm products.

8. Limit government construction of dwellings to slum clearance and other projects that would not compete with private capital.

9. Get the government out of socialistic schemes in which it competes with its own people.

10. Expand foreign trade by establishing a stable currency, negotiating reciprocal trade agreements, and co-operating with foreign nations to remove artificial restrictions to the exchange of goods.

11. Free the transportation systems so that they may develop and achieve maximum efficiency.

#### Study Insurance Plans.

12. Create a committee of business men to study unemployment insurance and old age pensions, but delay legislation until a sound plan can be evolved because these are not emergency measures.

13. Oppose legislation for a mandatory 30 hour week.

14. Prohibit sympathetic or general strikes or lockouts. Permit employers and employees to bargain collectively without coercion from any source.

15. Encourage the program of the federal housing administration.

Among representatives of the meat packing industry present at the conference and serving on committees were G. F. Swift, president, Swift & Company; Thos. E. Wilson, chairman of the board, Wilson & Co.; Thos. Creigh, general counsel, Cudahy Packing Company, and J. D. Cooney, vice president, Wilson & Co.





**HELPING RETAILER TO SELL MORE MEAT.**

Merchandising specialists from the National Live Stock and Meat Board go right into the markets and work with retailers in the interest of moving more meat.

# The Story of Meat

## V—Meat Merchandising

Merchandising the nation's meat is a business of tremendous proportions. As a measure of its magnitude, consider the fact that every sixty seconds 160,000 retailers move 17 tons of meat into channels of consumption, where it is used in the homes of 125 million consumers.

**W**HAT part does a meat merchandising department play in a program such as carried on by the National Live Stock and Meat Board—a program planned to bring a better knowledge of the livestock and meat industry's finished product to the nation's 125 million food consumers?

The answer is self-evident when it is remembered that one of the major objectives of this department is to help the retailer sell more meat. In this connection the position occupied by the retailer is significant. He is the ultimate salesman for the industry. The manner in which he conducts his business is a highly-important factor in moving the nation's meat supply into channels of consumption.

Meat consumption figures for the United States indicate the magnitude of the retailer's task. In 1933, for example, a total of 17 billion, 960 million lbs. of meat were consumed, or an average of 17 tons of steaks, chops, roasts, etc., every minute of the year.

In order that he may serve his trade most effectively, the retailer should be highly efficient along many lines. He should be familiar with modern meat-cutting methods. He should know the nutritive value of meat. He should use every care in figuring costs and selling prices and in determining cutting percentages. He should know the principles involved in a sales appeal and, in short, be up-to-the-minute in all phases of his work.

### Start With Demonstrations.

The National Live Stock and Meat Board has recognized the importance of building its merchandising program around actual demonstrations of meat cutting, supplemented with practical lectures.

In order to give a clearer picture of this type of work, consider a typical meat merchandising meeting. The scene is a city anywhere in the United States. It is nearly time for the program to begin. The hall is filling up with men of the trade. Besides coming from every part of the city, some have driven in from other cities and towns 15 to 100 or more miles away.

### Stress Meat's Food Value.

The stage setting lends a meat atmosphere to the occasion. A modern refrigerated display case stands at one side of the stage, while tables covered in white occupy the other side. Meat posters, counter cards and wall charts form a colorful background. Lecture

charts showing graphically the food value of meat and methods of figuring selling prices complete the setting.

The specialist opens the meeting with an illustrated lecture on the food value of meat. The retailers learn that the product they merchandise is a source of protein, iron, phosphorus, energy and essential vitamins.

Many learn for the first time that meat is not only essential in the building-up diet, but that lean meat is the basis of a safe and comfortable reducing diet. They are made acquainted with the part that meat plays in supplying the proper food nutrients so essential in the growth of the child.

Following the food value lecture the



**HOUSEWIVES STUDY MODERN MEAT CUTS.**

Typical group of homemakers who stayed over-time to ask questions about modern meat cuts at one of the Board's meat merchandising demonstrations. Thousands of homemakers reached in this way say this sort of instruction helps them greatly in their meat-buying problems.



speaker devotes 15 minutes to a discussion on how to run cutting tests and to figure selling prices. He stresses the fact that failure to keep accurate records and to know costs, margins and correct selling prices is often responsible for the failure of many retailers. Easily understandable charts are used to "get across" this information. The merchandising value of attractive window and counter displays is given considerable attention.

#### How to Figure Costs and Prices.

The specialist begins his demonstrations. He is attired in a business or dress suit instead of the proverbial white coat and apron.

He begins by taking a beef carcass. The side is broken into wholesale cuts. The blade end of the beef rib is converted into a boneless pot-roast while the balance is used for frenched beef rib roasts and boneless rib steaks. The plate, brisket, round, loin and flank all receive their share of attention.

Modern cuts of pork are next on the program. From the ham end of the loin an attractive cut known as the sirloin pork roast is made. Butterfly pork chops are designed. In due time, pork tenderettes, country style backbones, outside shoulder rolls, boneless ham roasts and other up-to-date styles of pork cuts are introduced by the demonstration.

In the hands of the specialist a lamb carcass assumes interesting shapes. From the fore quarter a cushion-style shoulder is created. It has a pocket suitable for the insertion of a dressing. The rack of lamb is transformed into a crown roast. The under cut shoulder of lamb is modeled into Saratoga chops—a new name in lamb terminology. At the close, the lamb is divided into twelve attractive cuts all displayed on an animated lamb chart.

#### Less-Demanded Cuts Featured.

Throughout this program the specialist has emphasized new and practical methods of merchandising the less-demanded, slower moving cuts of meat. He has pointed out the sales opportunities presented by these cuts and the fact that when attractively made they will sell as readily as the more popular sections of the animals. The retailer has been told of the necessity of meeting the demands of the modern housewife—a much more discriminating shopper than her mother or grandmother.

Merchandising meetings, such as described, were held last year in 151 cities from Boston to San Francisco. A total of 26,400 retailers were reached. They represented 18,000 markets, which sell meat to approximately 14 million customers.

#### Consumer and School Education.

But the retailer is not the only person to receive the benefits of this educational program. The merchandising work also contacts consumer groups. Last year, 257,000 homemakers learned of the food value of meat and of new cuts which add variety to the menu. They learned the essential points in the identification and selection of meat and other facts—all of which puts them in a position to buy meat more intelligently.

This type of work is becoming more and more popular among high school, college and university groups. Educational institutions totaling 205 were reached last year; 115 high school assembly programs were held, with audiences ranging from 600 to 2,600 students at each assembly.



#### SHOWING USE OF MEAT POSTERS.

Street-car advertising in which the Board's colored meat posters were featured was effectively utilized in the San Francisco Bay District in connection with a meat campaign in which the Board took an active part.

Publication of illustrated beef, pork, and lamb cutting manuals has facilitated this type of work. The manuals enable retailers and others to make the new cuts, even though they have not seen a demonstration. Thousands of these manuals were distributed upon request in 250 cities of 37 states during the year ending July 1.

#### Short Course for Retailers.

The retailer short course is a new phase of the meat merchandising program. In February, 1933, retailers representing 128 cities of nine states temporarily deserted their markets for college campuses. Two-day sessions on modern meat merchandising were held at Iowa State College, University of Minnesota, and Oklahoma A. and M. College. Those attending were enthusiastic over the practical value of this instruction and have urged that these courses be made annual events.

A valuable adjunct to the Board's meat merchandising program is the work of college and university faculty men, most of whom were trained in the Board's meat cutting schools. Last year, a total of 30,000 persons witnessed demonstrations conducted by these men in their respective states as a part of their extension programs.

#### GOVT. WILL CAN BEEF LIVERS.

The Federal Surplus Relief Corporation has requested the Institute of American Meat Packers to furnish suggestions regarding specifications for the canning of beef liver. The FSRC is contemplating the possible issuance of specifications for the canning of liver paste, seasoned, and also a powdered product. The government will insist that the vitamin content be retained, and parboiling will not be acceptable.



#### RETAILERS GO TO COLLEGE.

Group of retailers in attendance at a Short Course for Retail Meat Dealers held at the University of Minnesota and sponsored by the Board in cooperation with the university. Institute of American Meat Packers and U. S. Department of Agriculture. Similar courses were held at Iowa State College and the Oklahoma A. and M. College.



# Swift Report Shows Gain for Year and Sound Inventory Practice

**A**N INCREASE of 8 per cent in tonnage over 1933 is shown in the annual financial report of Swift & Company, made public this week. Total sales for the year were \$619,000,000, or 119 million dollars more than the previous year. Total profit on shareholders' investment was 5 1/4 per cent.

In characterizing it as "a fairly successful year," president G. F. Swift said results were again affected by movement of prices. Wholesale meat prices increased on an average of 37 per cent, though wool and hide prices declined.

Because of this meat price rise and consequent increase in inventory values, and following the policy adopted last year, the sum of \$6,500,000 was added to inventory reserve.

## Good Inventory Practice.

"As I have pointed out previously," said Mr. Swift in this connection, "we have to keep on hand stocks of product to take care of the requirements of our trade. Our stocks of meat, by-products and produce fall into three general classes—product just acquired, product being prepared for immediate sale or future seasonal requirements, and product in the process of being distributed. In a year of advancing prices our books will necessarily show a gain in the value of the stocks in our possession.

"I wish particularly to stress the point that profits on inventory, due to rising prices, disappear quickly when prices fall. Experience has shown us that they can go as unexpectedly as they come. During the period they stand on our books they provide no additional cash for the payment of dividends, for the maintenance of property or for plant extensions."

## Meat Consumption Greater.

Consumption of meat and lard during the first ten months of the fiscal year, Mr. Swift pointed out, was nearly three pounds greater per capita than in the corresponding months of 1933. Receipts of cattle and calves were greater by 48 and 51 per cent during the same period.

"A substantial portion of the increase in cattle and calves slaughtered consisted of animals which producers in the drought-stricken sections were forced to market prematurely on account of the shortage of feed and water," Mr. Swift said, in touching on this phase of the year's activities.

## Problems in Operation.

"The situation was an extremely unfortunate one for livestock producers, and I hope that the unavoidable losses they suffered will be more than offset by profits in the years immediately ahead.

"In handling our portion of this work

for the government and in taking care of the requirements of our trade, we were forced at times to operate at a rate far beyond what we had always regarded as the peak of our capacity. Our rate of operation is indicated by the fact that our average employment during the fiscal year was 20 per cent higher than in 1933, and higher than it has been in any year since 1920.

"There will be a smaller quantity of livestock available during 1935, and our rate of slaughtering operations will necessarily be reduced. This may give rise to a few new problems, but I am confident that our organization will be able to deal with these problems successfully."

## Consolidated Balance Sheet.

Following is the consolidated balance sheet as of October 27, 1934, for the company and all wholly owned subsidiary companies:

ASSETS.	
<b>CURRENT ASSETS:</b>	
Cash .....	\$ 17,357,253.51
U. S. government securities (market value \$11,715,223.76) .....	11,530,487.96
Marketable securities (market value \$2,811,848.47) .....	1,781,903.98
Accounts and notes receivable:	
Trade .....	\$ 38,695,889.36
Other .....	1,701,241.58
	\$ 40,397,230.94
Less: Reserve for doubtful accounts and notes .....	696,852.41
	39,700,378.53
Inventories—Valued at cost or market, whichever is lower, or at market where costs are not ascertainable—	
Product .....	\$ 94,439,617.08
Ingredient and sundry supplies .....	6,066,554.50
	100,506,171.58
Current accounts and short term loans to affiliated companies .....	591,380.85
Due from employees on sales of company's capital stock on weekly plan secured by 8,791 shares .....	39,315.40
	39,315.40
Total current assets .....	\$171,506,891.90
<b>SUNDRY ASSETS:</b>	
Equity in associated mutual insurance company .....	\$ 2,681,729.86
Long term receivables—less reserves .....	2,174,182.25
Miscellaneous investments—at cost .....	1,505,093.88
	6,361,005.99
<b>INVESTMENTS:</b>	
Libby, McNeill & Libby—	
96,684 1st preferred 7% cumulative shares .....	\$ 21,451,530.58
114,222 2nd preferred 6% non-cumulative shares .....	
50,159 common .....	At Cost
shares .....	\$ 21,451,530.58
National Leather Company—	
125,243 preferred 8% cumulative shares .....	
58,915 common .....	At Cost
shares .....	12,447,389.25
	\$ 33,898,919.83
Less: Reserves provided out of earnings in prior years .....	5,751,185.89
	28,147,733.94

Investment in affiliated and/or controlled companies—Equities .....	1,033,312.18
Land, buildings, machinery and equipment, etc., at Jan. 1, 1914, appraisal values, plus subsequent additions at cost .....	\$187,292,908.27
Less: Reserves for depreciation .....	85,923,826.07
	101,369,081.30
<b>Prepaid Expenses and Deferred Charges:</b>	
Prepaid insurance and taxes .....	\$ 261,088.21
Unamortized debt discount and expense .....	1,215,423.25
Deferred charges .....	283,805.22
	1,760,316.68
Treasury stock (102,270 shares) .....	804,894.72
	\$310,983,236.71

## LIABILITIES.

<b>CURRENT LIABILITIES:</b>	
Notes payable .....	Nothing
Foreign drafts and acceptances .....	66,983.50
Accounts payable:	
Trade .....	\$ 7,053,923.27
Processing tax .....	3,871,547.37
Other .....	1,205,702.55
	12,131,173.19
<b>Accrued liabilities:</b>	
Interest .....	\$ 625,841.36
Wages .....	789,907.53
Taxes .....	2,649,075.48
Other .....	259,207.06
	3,754,031.43
Provision for income taxes .....	5,363,687.53
Current accounts with affiliated companies .....	431,227.43
Sinking fund payment due July 1, 1935—First mortgage bonds .....	667,500.00
Total current liabilities .....	\$ 22,414,603.08
<b>PURCHASE MONEY MORTGAGES:</b>	
	288,810.40
<b>FUNDED DEBT:</b>	
Ten year 5% gold notes, due Sept. 1, 1940 .....	
Authorized and issued .....	\$ 30,000,000.00
Less:	
Redeemed .....	\$ 1,500,000.00
Held in treasury .....	4,796,500.00
	6,296,500.00
	23,703,500.00
First mortgage 5% sinking fund gold bonds, due July 1, 1944—	
Authorized .....	\$50,000,000.00
Issued .....	\$ 33,370,000.00
Less:	
Retired through sinking fund .....	\$ 13,124,000.00
Sinking fund payment due July 1, 1935, provided above .....	667,500.00
	13,791,500.00
	19,578,500.00
First mortgage bonds of subsidiary companies in hands of public .....	2,240,000.00
General reserves .....	12,555,767.33
Reserve for inventory price declines .....	10,767,000.00
Reserve for foreign exchange decline .....	340,443.82
Deferred credits—Adjusting to par value gold notes and first mortgage bonds in treasury .....	99,958.45
Capital stock—\$25 par value:	
Authorized and issued—6,000,000 shares .....	\$150,000,000.00
Earned surplus (of which \$804,894.72 is appropriated by purchase of treasury shares) .....	68,994,653.63
Total stockholders' investment .....	218,994,653.63
	\$310,983,236.71
<b>Contingent liability—Foreign drafts discounted</b>	
	\$32,857.72

## Profit and Loss and Surplus.

The consolidated profit and loss account and surplus account for the period October 28, 1933, to October 27, 1934,



including all wholly owned subsidiary companies, was as follows:

#### PROFIT AND LOSS ACCOUNT.

Income from operations before depreciation and interest.....	\$ 22,721,739.54
Provision for depreciation.....	7,078,751.07
	\$ 15,642,988.47
Other income:	
Interest, and dividends on investments.....	1,339,947.42
Equity in operating results for the year of affiliated and/or controlled companies.....	249,485.23
Miscellaneous.....	48,490.79
	1,637,923.44
	\$ 17,280,911.91
Other charges:	
Interest on funded debt, including amortization of debt discount and expense.....	2,570,247.64
Other interest.....	44,182.69
	2,614,430.33
	\$ 14,666,481.58
Provision for income taxes.....	3,068,325.84
	\$ 11,602,155.74
Special profit and loss credits:	
Discount on funded debt retired through sinking funds.....	31,465.22
	\$ 11,633,620.96
Special profit and loss debits:	
Loss on sale of securities—net.....	195,626.81
Loss on disposal of fixed property—net.....	5,501.83
	201,128.64
Net income for year.....	\$ 11,432,492.32
Appropriation for inventory price declines.....	6,500,000.00
Balance to surplus.....	\$ 4,932,492.32

#### EARNED SURPLUS ACCOUNT.

Surplus, October 28, 1933.....	\$ 67,901,533.04
Balance of net income for year, as above.....	4,932,492.32
	\$ 71,934,025.36
Profit from sale of reacquired capital stock.....	9,233.11
	\$ 71,943,258.47
Dividends paid.....	2,948,604.84
Surplus, Oct. 27, 1934.....	\$ 68,994,653.63

#### Officers and Directors.

Directors of the company are Charles H. Swift, G. F. Swift, Harold H. Swift, Alden B. Swift, William B. Traynor and John Holmes, Chicago; Geo. H. Swift, Boston; Lewis L. Clarke, New York; M. B. Brainerd, Hartford, Conn.

Officers are Charles H. Swift, chairman of the board; G. F. Swift, president; Harold H. Swift, Alden B. Swift, John Holmes, N. R. Clark, L. W. Rowell, J. P. Spang, jr., G. J. Stewart, Paul C. Smith, D. W. Creeden, vice presidents; William B. Traynor, vice president and treasurer; J. M. Chaplin, comptroller; J. E. Corby, secretary; W. W. Sherman, C. W. Lawrence and L. C. Curtis, assistant treasurers; J. G. Smithwick and J. F. Brandt, assistant comptrollers; W. H. Soutter, assistant secretary; Albert H. and Henry Veeder, general counsel.

#### MORE TIME FOR MEAT CANNING.

Further extension of additional tolerance hours for packers and meat canners for processing and canning meat for government account was granted last week. This further extension covers a period from December 10, 1934, to January 10, 1935.

## Rath Sales and Profits

### Both Dollar Sales and Net Profits Show Increase Over Last Year

NET profit of the Rath Packing Co. for the fiscal year ended October 27, 1934, totaled \$756,427, according to the annual financial report issued this week. This compares with a 1933 net of \$616,782. Dollar volume of sales also increased, totaling \$25,733,724.65 in 1934 against \$19,064,908 in 1933. Surplus on October 27, 1934, amounted to \$2,071,607.47.

Income and surplus accounts for the years were as follows:

#### INCOME ACCOUNT.

Net sales.....	\$25,733,724.65
Deduct: Cost of sales, processing taxes, selling expense, delivery expense, general and administrative expense, excluding depreciation and obsolescence loss.....	24,662,930.50
Operating profit before depreciation and obsolescence loss.....	\$ 1,070,788.15
Add other income—net.....	17,926.36
	\$ 1,088,714.51
Deduct depreciation and obsolescence loss.....	\$175,352.37
Interest and exchange—net.....	33,231.56
	208,583.93
Profit before federal income taxes.....	\$ 880,130.58
Deduct provision for federal income taxes.....	123,703.88
Net profit transferred to surplus.....	\$ 756,426.70

#### SURPLUS ACCOUNT.

Surplus, Oct. 29, 1933.....	\$2,045,076.71
Deduct, adjustment of property value.....	181,337.58
	\$ 1,863,739.13
Adjusted surplus, Oct. 29, 1933:	
Paid-in surplus.....	\$ 510,000.00
Earned surplus.....	1,353,739.13
Total.....	\$1,863,739.13
Add profit year ended Oct. 27, 1934.....	756,426.70
	\$2,620,165.83
Deduct preferred dividends.....	\$ 148,558.36
Common stock dividends.....	548,558.36
Surplus Oct. 27, 1934:	
Paid-in surplus.....	\$ 510,000.00
Earned surplus.....	1,561,607.47
	\$2,071,607.47

The consolidated balance sheet for the 52 weeks ended October 27, 1934:

#### CONSOLIDATED BALANCE SHEET.

ASSETS.		
Current Assets		
Cash on hand and in banks.....	\$ 380,672.01	
FSRC and other government agencies.....	183,481.36	
Customers' accounts receivable.....	\$1,407,708.29	
Sundry accounts receivable.....	55,461.55	
Employees' loans and advances.....	6,030.45	
Note receivable.....	4,455.19	
Total.....	\$1,473,655.48	
Less reserve for doubtful accounts.....	50,000.00	1,423,655.48
Inventories as taken and valued by officers of company: Product, including consignments, at market prices less distributing and selling expenses.....	\$2,269,388.17	
Raw materials, livestock and supplies, at cost.....	640,405.10	2,909,793.27
Total current assets.....	\$4,903,602.12	
Other Assets		
Cash surrender value of life insurance.....	41,600.00	
Investments.....	17,400.00	
Sundry accounts receivable.....	14,846.81	
Total other assets.....	73,846.81	
Fixed Assets		
Land, buildings and fixed equipment.....	\$3,880,210.41	
Delivery equipment, furniture and tools.....	302,785.75	\$4,182,996.16

Less reserve for depreciation.....	720,928.49	3,462,067.67
Total fixed assets.....		140,061.22
Deferred Charges.....		\$8,579,577.82

#### LIABILITIES.

Current Liabilities		
Notes payable, banks.....	\$ 875,000.00	
Notes payable, officers and stockholders.....	168,500.00	
Accounts payable, trade.....	165,573.31	
Accrued accounts payable.....	96,066.06	
Federal processing taxes less claims for refunds on exports.....	937,787.06	
Preferred stock dividends, payable Nov. 1, 1934.....	74,059.96	
Provision for federal income and capital stock taxes.....	133,683.66	
Total current liabilities.....	\$2,390,670.35	
Contingent Liabilities		
There were no contingent liabilities reported except for drafts drawn against shipments to customers and deposited with banks for collection in the ordinary course of business.		
Capital Stock and Surplus		
Capital stock, authorized \$6,000,000 7% preferred stock, issued and outstanding 21,173 shares, par value \$100 per share.....	\$2,117,300.00	
Common stock, issued and outstanding 200,000 shares, par value \$10 per share.....	2,000,000.00	
Surplus:		
Paid-in surplus.....	\$ 510,000.00	
Earned surplus.....	1,561,607.47	2,071,607.47
Total capital stock and surplus.....	\$6,188,907.47	\$8,579,577.82

#### PACKER AND FOOD STOCKS.

Price ranges of listed stocks, Dec. 19, 1934, or nearest previous date, with number of shares dealt in during week, and closing prices, Dec. 12, 1934:

	Sales.	High.	Low.	Close—
	Week ended	Dec. 19.	Dec. 19.	Dec. 12.
Amal. Leather.....	300	3 3/4	3 3/4	3 3/4
Do. Pfd.....	.....	.....	.....	27 1/2
Amer. H. & L.....	400	4 1/2	4 1/2	4 1/2
Do. Pfd.....	1,100	23 1/4	23 1/4	23 1/4
Amer. Stores.....	600	44	43 3/4	44 1/4
Armour Ill.....	14,100	5 1/4	5 1/4	5 1/4
Do. Pr. Pfd.....	2,300	66 3/4	66 3/4	67
Do. Del. Pfd.....	400	101 1/2	101 1/2	101 1/2
Beecham Pack.....	.....	.....	.....	70 1/4
Bohach H. C.....	.....	.....	.....	12 1/2
Do. Pfd.....	.....	.....	.....	65
Chick. Co. Oil.....	600	28	27 1/4	28
Childs Co.....	300	6 1/4	6 1/4	6 1/4
Cudahy Pack.....	800	47	47	46
First Nat. Strs.....	3,100	57 1/2	55 3/4	56
Gen. Foods.....	5,500	34 3/4	34 1/4	34 1/4
Gobel Co.....	4,500	3 3/4	3 3/4	4 1/4
Gr. A. & P. 1st Pfd.....	70	128	128	128
Do. New.....	110	130	130	130
Hornel G. A.....	350	20	20	20
Hygrade Food.....	300	3 1/4	3 1/4	3 1/4
Kroger G. & B.....	4,500	28 3/4	28 1/2	29 1/4
Libby McNeill.....	1,750	6	6	6
McMarr Stores.....	.....	.....	.....	8 1/2
Mayer, Oscar.....	.....	.....	.....	5 1/2
Mickelberry Co.....	500	.....	.....	1 1/4
M. & H. Pfd.....	100	4 1/4	4 1/4	5
Morrill & Co.....	500	60	60	60
Nat. Fd. Pd. A.....	.....	.....	.....	1 1/4
Do. B.....	.....	.....	.....	1 1/4
Nat. Leather.....	350	5 1/4	5 1/4	5 1/4
Nat. Tea.....	1,100	10 3/4	10 3/4	11 1/4
Proc. & Gamb.....	4,600	43 3/4	42 3/4	42 3/4
Do. Pr. Pfd.....	430	115	115	115
Rath Pack.....	.....	.....	.....	30
Safeway Strs.....	1,700	48 1/4	47 3/4	48 1/4
Do. 6% Pfd.....	130	106 3/4	106 3/4	106 3/4
Do. 7% Pfd.....	150	112 1/2	112 1/2	112 1/2
Stahl Meyer.....	.....	.....	.....	8 1/4
Swift & Co.....	18,450	17 1/4	17 1/4	17 1/4
Do. Intl.....	5,850	32 3/4	32 3/4	32 3/4
Trunz Pack.....	.....	.....	.....	33 1/4
U. S. Cold Stor.....	.....	.....	.....	6
U. S. Leather.....	800	6 1/4	6 1/4	6 1/4
Do. A.....	800	10 1/4	10 1/4	11
Do. Pr. Pfd.....	.....	.....	.....	53
Wesson Oil.....	3,100	32 1/4	32 1/4	32 1/4
Do. Pfd.....	.....	.....	.....	72 1/4
Wilson & Co.....	4,600	6 1/4	6 1/4	7
Do. A.....	23,100	28 1/4	27 3/4	30 3/4
Do. Pfd.....	2,700	98 3/4	97 1/4	100

#### CUDAHY DECLARES DIVIDEND.

Cudahy Packing Company today declared the usual quarterly dividend of 62 1/2 cents a share on the common capital stock, payable Jan. 15 to stock of record Jan. 5.



# Meat and Dairy Products Conserved by Disease Eradication

By H. R. SMITH

Livestock Commissioner, National Livestock Exchange.

IT IS very fortunate at this time—when the drought has reduced to a large extent the number of cattle and hogs on farms—that the national campaign to eradicate tuberculosis in livestock has so nearly eliminated condemnations for this disease.

Seventeen years ago, when this campaign was inaugurated, tuberculosis was the cause of a very heavy loss on condemned beef and pork carcasses. During the year 1917 federal meat inspection records show that there were enough cattle and hogs condemned at Chicago alone that year to make up a train of live animals ten miles long. This condemned meat went to the rendering tanks for grease and fertilizer and was almost a total waste.

Now that Michigan, Indiana, Ohio, Wisconsin and Illinois are "accredited states"—which means practically the elimination of tuberculosis from the herds in these states—and Minnesota and Iowa are nearly completed, losses from condemnations at Chicago are very

small. Excellent progress has also been made in other parts of the country, all of which tends to conserve the nation's meat supply, as well as to produce a wholesome product.

Furthermore, in the purchase of relief cattle in the drought regions, those obviously diseased were destroyed on the premises. Through these efforts, we now have the healthiest livestock we ever had in our history. Certainly the meat supply of the United States compares favorably with that of any other nation. The livestock industry can now go forward on a sound basis with the expectation that the volume of cattle and hogs will become adequate in the near future.

## Hog Cholera No Longer Feared.

Hog cholera is no longer a serious menace. Texas fever, which was very prevalent in the South several years ago, is confined to a small area in that region which is being rapidly eliminated by the use of federal appropriation under the provisions of the Jones-Con-

nally law. Funds from this source are also being used to expand greatly the work of tuberculosis eradication in the remaining untested states.

By the time the provisions of the law terminate on December 31, 1935, it is expected that there will be but few if any untested herds in the United States.

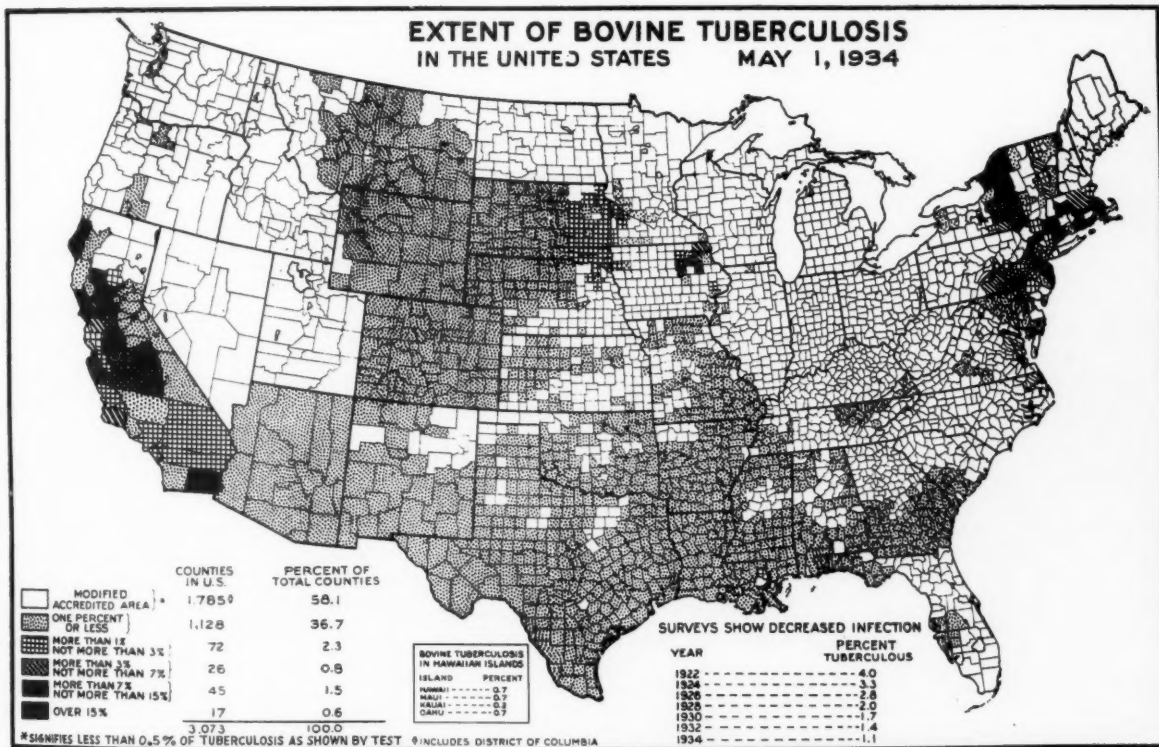
Now that nearly all counties are accredited as being practically free from tuberculosis in the Corn Belt states, where most of the nation's supply of butter is produced, many Eastern cities are restricting the consumption of butter, as well as milk, to that produced from tuberculin-tested herds in officially accredited areas, with the product so labelled.

These city regulations will not only improve sentiment of farmers toward application of the tuberculin test in backward counties where there has been opposition, but will serve to maintain that interest through the fear of losing the accredited status and in consequence, a restricted market for their butter if they do not continue the test each three-year period for reaccreditation, as provided by the regulations.

## Industry Supports the Program.

It is doubtful if any government and state activity has ever had more wholehearted support from the industry as a whole, including the handlers and pro-

(Continued on page 23.)



White portions of the map are modified accredited areas, signifying less than 0.5 per cent of tuberculosis among cattle, as shown by tuberculin tests. On May 1, 1934, modified accredited areas included 1,784 counties, parts of 2 counties, and 76 towns in Vermont. Counties thus far classed as modified accredited areas constitute approximately 58 per cent of all the counties in the United States. In addition, area work is in progress in 279 other counties.

The development portrayed on this map has occurred since July, 1923, when 17 counties in 4 states were designated as the first modified accredited areas.



# Practical Points for the Trade

## Lebanon Bologna

Many sausage manufacturers want to make that unusual style of semi-dry bologna produced by Pennsylvania packers and sausage manufacturers known as Lebanon bologna. The following inquiry is only one of many received regarding it. This sausage manufacturer says:

Editor The National Provisioner:

How is Lebanon bologna, a product found on many eastern markets, made? Please give us a formula as well as methods of manufacture and smoking or drying.

Lebanon bologna had its origin at Lebanon, Pa., and is a famous product throughout that region. There are relatively few concerns outside of Pennsylvania that manufacture this product. Very few packers or sausage makers in other sections are equipped to properly handle it, also they lack the climatic advantages enjoyed by the Pennsylvania manufacturers.

The course of manufacture is slow, and the question of smokehouse capacity is a problem with most firms.

Lebanon bologna may be made from heavy beef with all sinews removed and should not contain more than 7 per cent beef fat. To 100-lb. batch run 65 lbs. well trimmed beef through the fine plate twice. Then place in the chopper and allow the chopper to go around not more than 5 times. Place in the mixer with 35 lbs. hard clear blade pork trimmings free of any lean particles. The blade trimmings should be run through the 1/2-in. plate once and distributed through the whole mass. To this add

- 2 lbs. and 14 oz. fine salt
- 9 oz. of fine sugar
- 5 1/2 oz. white pepper
- 1 1/4 oz. mace
- 2 oz. coriander, previously roasted a light brown before it is ground.
- 2 3/4 oz. nitrate
- 1/4 oz. nitrite

Mix the spice, salt, nitrite and nitrate all together, sprinkling slowly and thoroughly while the product is being mixed. Spread this on a table or boards about 6 in. thick for not more than 12 to 14 hours at a temperature of about 40 degs. Return to the mixer and stuff in large beef bungs or containers as tightly as the casing will stand. Wrap the bung with twine for support.

In Pennsylvania plants, the product is smoked in large wooden smokehouses about 25 ft. high and well-ventilated. It is held at the lowest possible temperature for from 5 days to two weeks, using hardwood sawdust only. The length of time in the smokehouse depends largely upon weather conditions. Lebanon bologna is very similar to summer sausage in this respect.

In eastern Pennsylvania, where this



product originated, it is manufactured in large quantities by concerns which specialize on this particular grade of sausage and nothing else.

A specially constructed smokehouse is provided without a fire pit at the bottom. In these smokehouses, the fire pit is located quite a distance from the smokehouse and underground, the smoke traveling underneath the earth from the fire pit to the smokehouse. This insures a slow cold smoke, which is necessary to obtain the desired results.

Summer sausage smokehouses are sometimes used for the smoking of this product.

## Pickling Lamb Tongues

A packer who wants to pickle lambs' tongues writes:

Editor The National Provisioner:

Will you please send me a formula for pickling lambs' tongues, and full directions as to cooking? I have used several of your formulas and would appreciate it very much if you would let me have this one.

The first step in preparing lambs' tongues is to scald and skin them be-

fore the animal heat has left the meat.

They are then chilled thoroughly, usually by spreading on racks in the cooler.

After chilling they are cured in a sweet pickle of about 60 to 65 degs. strength. They should be overhauled or the barrel or tierce rolled in about five days, and are ready for cooking in 15 to 20 days.

Lambs' tongues are cooked at a boiling temperature for 1 1/4 to 2 hours, after which they are again chilled, then put in white vinegar for about 10 days when they will be ready for repacking with the desired quantity of spices, such as small red pepper pods, coriander seed, allspice and bay leaves. Sliced lemon may also be added.

Some packers cook lambs' tongues for three to four hours at a temperature of 170 to 180 degs. F. After cooking they are removed from the kettle and immersed in cold water until thoroughly chilled. They are then packed in 45 grain vinegar and held there for about three weeks. After this they are repacked in gallon jars or such other containers as the producer prefers.

## Tank Value of Casings

A packer who has been exporting beef casings has decided to tank a part of his production and asks the value of the product in the tank. He says:

Editor The National Provisioner:

We have been producing large quantities of beef casings, a considerable portion of which has been exported. However, owing to the unsatisfactory condition of the export market, we have decided to tank at least a part of our production. Can you give us some information on the value of the product in the tank?

The bulk of casings tanked in the meat industry are condemned casings. These, of course, have to be hashed and washed before they go to the tank.

The value of casings in the tank depends on whether or not they are clean casings and whether any visceral fat is attached, or just how much of this fat there is. Where there is considerable fat there would be a fairly good grease yield and the value would be enhanced accordingly. Casing slime is high in ammonia and this, too, would add to their value.

Where casings have been stripped and slimed, the tank value is rather low. They are about 90 per cent water, only about 1/2 to 1 1/2 per cent fat and the tankage or cracklings resulting is of just fair quality.

It is suggested that this packer tank a specified number of sets of beef casings, figure his yield of tallow and cracklings and from this total figure he can calculate the return on a per head basis.

## Cleaning Hog Casings

New methods for cleaning casings have been devised whereby the casings are cleaned and ready for salting a short time after they leave the killing floor.

This is a far cry from the old method of soaking casings 24 or 48 hours at high temperatures, when oversoaked casings resulted in heavy losses and undersoaked product was difficult to slime, and when the odors attendant on this soaking and sliming process were very objectionable.

While increase in yield and the saving in labor are important in this new process, perhaps the most important features of mechanical cleaning are the speedy handling of the product and the elimination of all offensive odors.

A description of this method has been printed by THE NATIONAL PROVISIONER. Copy can be secured by sending a 10c stamp with request, as follows:

The National Provisioner,  
407 South Dearborn St., Chicago, Ill.  
Please send me copy of article describing modern method of cleaning hog casings.

Name .....  
Street .....  
City .....

Inclosed find 10c stamp.



# Meat Canning Problems

Aid to the meat packer and canning department executive seeking information on meat canning methods and processes.

Inquiries of this nature should be addressed to Canning Editor, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

## CANNING FRANKFURTS.

Canned frankfurts, particularly in the so-called "cocktail" size, are popular in many sections of the country. One packer asks how to process these. He says:

Editor The National Provisioner:

We would like to put up a canned short frankfurt, but can obtain no information on the manner in which these are prepared. We would appreciate any information you can give us on the methods used to can these meats.

As a rule these frankfurts are of high quality and are stuffed in small sheep casings and smoked in the usual manner. Cooking in hot water after smoking usually is not done, the franks simply being cut to size and filled into cans. This latter operation must be done by hand carefully to prevent breakage.

The filled cans are then put through an exhaust box and heated to an inside temperature of about 170, and capped or closed in a vacuum-closing machine.

Processing times and temperatures have by no means been standardized, there being considerable variation in practice in different plants. For this reason, and because of varying conditions under which canning operations are performed, it has not been thought advisable to make specific recommendations on processing times and temperatures.

The object of processing is, of course, to bring the contents of the can to a sufficiently high temperature to kill all micro-organisms. This may be done with a lower temperature and a longer processing time, or with a higher temperature and a shorter processing time.

One packer is processing small frankfurts at 10 lbs. steam pressure, approximately 240 degs. Fahr., for about two hours. Whether this time and temperature are the best under any particular conditions each packer should determine for himself.

At least, this time and temperature might serve as a starting point for experiments. If they produce meats with keeping quality and other satisfactory characteristics they might be made standard for use in any particular plant. If not, experiments could be made at higher or lower temperatures, and longer or shorter processing times, until processing times and temperatures giving a satisfactory product have been

determined. Cans of meats on which experiments are being made should be stored at room temperature during the incubation period.

## EXHAUSTING IN RETORT.

A vacuum is secured in cans of meat in two ways—having the temperature of the meat in the filled cans at about 170 degs. at the time of capping, and in a vacuum-closing machine. A packer about to install a canning department asks if it is possible to dispense with both of these pieces of equipment. He says:

Editor The National Provisioner:

We are planning installation of a small canning department, and as our money is limited and the

## Meat Canning Information

Plants of varied capacities are participating in the government canning program, but meat canning requires special room and equipment.

Some equipment may be already available; the rest must be purchased or leased. Plant alterations must be considered. The cost will vary, depending on building alterations needed to meet B. A. I. requirements, and usable equipment already on hand.

THE NATIONAL PROVISIONER published information on canning room layout and equipment and approximate costs for capacities of various sized plants—such as 14,400 cans per day, 28,800 cans per day and 57,600 cans per day—to assist the packer in his canning problems.

Dangers in meat canning without proper equipment and supervision are also outlined.

Subscribers may secure this information by filling out and sending in the following coupon, accompanied by 25c in stamps.

The National Provisioner:  
Old Colony Building, Chicago, Ill.  
Please send me the report on "Meat Canning."

Name .....

Street .....

City..... State.....

Enclosed find 25c in stamps.

outcome of the venture in some doubt, we want to hold our investment in canning equipment to a minimum.

One thing bothering us is the need for an exhaust box or a vacuum-closing machine. We have two retorts more than we need, and are wondering if for the present we might not be able to use these instead of an exhaust box to bring the temperature of the filled cans to the proper point for capping. Would it be feasible and safe for us to do this?

The important point when securing a vacuum in cans by means of heat is to have the temperature of the product high enough, preferably about 170 degs. or higher. How this temperature is obtained would seem to be immaterial, so far as results are concerned. This temperature could be secured in a retort as well as in an exhaust box.

Another point to be considered is to get the cans to the capping machine before the temperature has dropped below 170 degs. When an exhaust box is used, cans usually are carried through it and to the capping machine in a continuous stream. Little labor is required.

Were the temperature for capping to be secured in a retort the cans would have to be handled in batches, increasing the labor cost. Also the cans would have to be moved out of the retort to the capping machine in batches. At this latter case some of the cans, therefore, would stand for a considerable period before being capped. It might be difficult to arrange operations so that the temperature of the last cans of each batch would not fall below 170 degs.

While this packer would save something on first cost of equipment by exhausting in a retort, the extra expense he would be put to might very quickly offset this saving. In addition there would be the need for exercising great care between the exhausting operation and capping, and the increased danger resulting from more or less makeshift operations.

## WASHING FILLED CANS.

One important operation in canning meat is can washing. One canner asks when this should be done. He says:

Editor The National Provisioner:

How often are cans used for canning roast beef washed, and how? Any information you can give us will be very much appreciated.

Cans are washed twice—before filling and after capping. Empty cans are best washed in an automatic can washer. These devices may be secured from manufacturers of meat plant and canning equipment.

Filled and capped can washing practice varies. Some canners prefer to wash cans after processing and some before processing. If cans are washed after processing a relatively strong alkali must be used, and there is always the possibility that this will damage the can. If cans are washed before processing a short conveyor which carries the cans through hot water sprays contacting all surfaces of the can should be used.



**PREFERRED by Sausage Makers-**

**DISTRIBUTORS**

Thompson-Taylor Co.,  
536 W. 22nd St., Chicago

McCormick & Co., Inc.,  
Baltimore, Md.

Van Loan & Company, Inc.,  
64 & 66 N. Moore St.,  
New York, N. Y.

Enterprise Butchers' Supply  
Co., Inc., 612-614 Elm St.,  
Dallas, Texas

Walter C. Myers Company,  
311 Third Ave. North,  
Minneapolis, Minn.

Grand Rapids Butchers  
Supply Co.,  
12-14 Campau Ave., 'Cor.  
Fulton St., Grand Rapids,  
Mich.

Master Butcher Supply Co.,  
1534 Gratiot Ave.,  
Detroit, Mich.

Silver Dollar Flour Co.,  
Ft. Wayne, Ind.

Schwenger-Klein, Inc.,  
720 Bolivar Rd.,  
Cleveland, O.  
Branch 218 E. Maryland  
St., Indianapolis, Ind.

Dan Perkins Company,  
Memphis, Tenn.

Northwestern Distributing  
Co., Inc.,  
436 Second St., Northeast,  
Mason City, Ia.

Southeastern Bakers Supply  
Co., 66 Mangum St., N.W.,  
Atlanta, Ga.

Wenzel Brothers Company,  
143 S. Berry St.,  
Milwaukee, Wis.

CANADA  
John H. Stafford Company,  
260 Richmond St. West,  
Toronto

UNITED KINGDOM  
A. E. Staley Manufacturing  
Co., 90 Fenchurch St.,  
London EC3

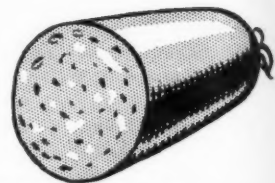
**Staley's  
SAUSAGE FLOUR**

Staley's SAUSAGE FLOUR resulted from months of scientific research, testing, and improving to find a flour with better binding qualities than anything else offered for the purpose.

The almost limitless facilities and vast resources of the Staley organization were concentrated upon the job. Proof of the finer qualities of Staley's Sausage Flour lies in its enthusiastic acceptance by sausage makers everywhere.

No change in your present methods is required to use Staley's Sausage Flour. Improves the appearance and salability of your product. Its 49% protein content adds wholesome nourishment—gives you a richer product. Contains no artificial coloring. Does not cause sausages to turn gray. Truly better binding qualities.

The Staley policies of quality, service, and fair dealing that built this great organization assure you of the uniformity, value, and dependability of Staley's Sausage Flour. Write Staley Sales Corp. or nearest distributor for details.



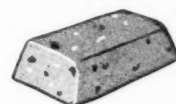
Staley's Sausage Flour insures a smooth, even, clean cutting structure, even when you use meats with little or no binding qualities.



Your sausage keeps a rich, fresh meat color—no gray tinge when Staley's Sausage Flour is used.



Firm and well-filled sausages of all kinds—no wrinkles with Staley's Sausage Flour.



Use Staley's Sausage Flour in your loaf goods. It gives them a smooth, clean cutting structure and a crisp crust. Greatly retards shrinkage.

Staley's Sausage Flour aids your product to please the dealer and the consumer. Only by satisfying them can a profitable increase in sales be permanently built.



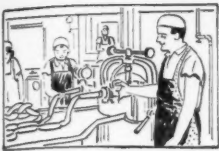
**Staley's**

**SAUSAGE FLOUR**

STALEY SALES CORPORATION • DECATUR, ILLINOIS

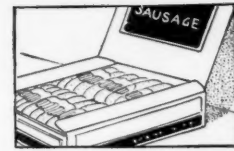
*Subject to Regulations of Federal Inspected Plants*





A Page  
for the

# SAUSAGE Manufacturer



## Winter Sausage Sales

### How to Maintain Volume of the Full Line at All Seasons of Year

**P**ORK sausage is the great American breakfast meat.

Other sausages—such as salami, braunschweiger, bologna, frankfurters and cervelat, as well as meat loaves and “ready-to-serve” products—are used almost universally for late suppers, luncheons and for dinner-time menus.

Pork sausage, therefore, is not a direct competitor of other types of sausage and luncheon meats, but when the pork sausage season starts sales of other sausage products invariably fall off.

The reason for this has puzzled one sausage manufacturer for some time. Sausage, he reasoned, is as tasty, appetizing and satisfying at one season of the year as another. If it is in less demand in cold weather it isn't the fault of the product, but of the salesman.

This year, when the sausage sales curve began to drop at the approach of cold weather, this manufacturer decided to start a one-man investigation to determine, if possible, why consumers buy less sausage in winter than in summer.

He got on this job on the first of November and continued at it for two weeks. During this time he visited and interviewed about 100 retailers and talked with perhaps as many or more housewives. It was not until about middle of November that he felt his investigations justified an opinion.

Making allowances for the fact that there is no demand for meats for picnics during the winter, this sausage manufacturer found that sausage sales decline in winter principally because sausage manufacturers and retailers expect to sell less. And expecting a sausage sales drop in the fall, they ease up on their merchandising and selling efforts. The result, he says, is exactly what might be expected under the circumstances.

This sausage manufacturer found no consumers who like sausage less in winter than in summer and who—barring out-door occasions—feel less inclined to buy and eat sausage during cold weather. From this he concludes that there is a better winter market for sausage products than many sausage manufacturers have been inclined to believe.

He also discovered, from observation and interviewing store owners, that in those shops in which the volume drop in winter sausage sales is less than an

average, there had been no let-up in sausage merchandising activity with the advent of the pork sausage season.

All sausage products in these places are displayed as attractively and merchandised as aggressively in the winter as in other seasons. In other stores, where sausage sales had fallen off considerably, there had been a noticeable slacking up in sales efforts.

From his investigations this sausage manufacturer has come to the conclusion that one of the most constructive efforts that can be made to increase winter sausage sales is to convince retailers of their error in “lying down” in winter sausage sales efforts merely because pork sausage sales automatically increase.

Maintaining displays in the showcase and windows, stocking an adequate quantity and variety of products, suggesting sausage to customers, use of counter and store display cards, maintaining “taste it” displays and other efforts to attract customers' attention to sausage and maintain their interest in sausage products—all these will go a long way to reduce the low point in the winter sausage sales curve.

In this connection this sausage manufacturer thinks it would be profitable for many sausage manufacturers to have in their employ one or more men to work directly with retailers. These men, by pointing out to dealers the extra profits in winter sausage sales, and by helping them with displays and

merchandising, would pay their way many times over.

Tied up with any such direct merchandising effort might also be newspaper and other advertising to build further consumer demand for particular sausage products.

As proof of the soundness of his conclusions, this sausage manufacturer points to his sausage sales since the middle of November, when he increased his merchandising efforts. Since that time sales have averaged about 16 per cent above those of corresponding weeks last year, and this average is increasing as the cumulating effects are felt. He expects his sausage sales during the 1934-35 winter season to average at least 20 per cent above those of last winter. Even better results may be had, he thinks.

### COLORED TAPES AND STRINGS.

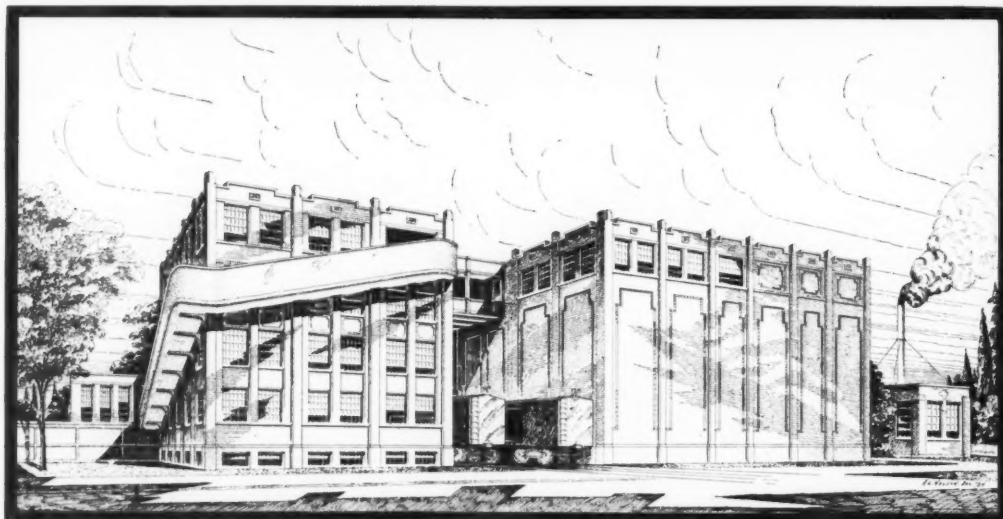
Colored tapes and strings offer an opportunity for the sausage manufacturer to “doll up” his packages without a great deal of extra expense, and to secure considerably greater attention-getting value with little added effort. A pleasing variety of colors and combinations of colors are available, and little trouble usually is experienced in finding tapes and strings that go well with any colors or designs of labels, packages and containers. Tapes, particularly, are also available in a variety of materials, including transparent cellulose.



### BETTER MERCHANDISING BOOSTS WINTER SAUSAGE SALES.

Encouraging retailers to maintain their sausage displays and their sausage merchandising efforts during cold weather would be helpful in preventing any seasonal drop in sales of sausage and “ready-to-serve” meat products.





During the Emergency Relief Program many Packing Houses had the first contact with one of the finest institutions in the Meat Packing Industry—the United States Government Meat Inspection Service.

How highly this service with its many benefits was regarded is evidenced by the fact that so many plants which had temporary inspection now desire to have permanent inspection. Perhaps you, too, feel the need of getting United States Government Inspection—freedom of shipping everywhere in the United States—prestige which it lends to your products—additional safety which it gives against losses. Let us assist you. From experience, we know what the government agencies require.

We shall be glad to visit your plant and give you our advice in this matter.

*Serving the .....  
MEAT INDUSTRY  
Exclusively!*

**Menges  Mange INC.**

**ARCHITECTS and ENGINEERS**

**ST. LOUIS, MO.**

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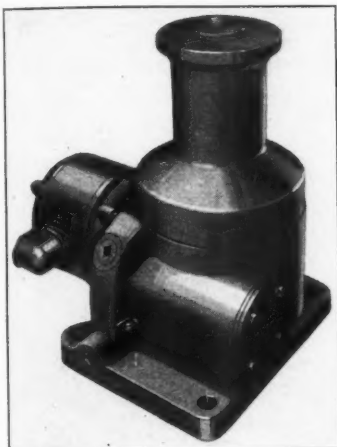
# *a Page for*

# PURCHASING Departments

## MOTORIZED CAR SPOTTER.

Carload shippers of meat products often have need to spot cars at points at the shipping dock convenient for loading. If some mechanical means for doing this is not available, time is lost and labor is required. The simplest and most convenient method of spotting cars, and the one often used at meat plants, is by the use of an electrical car spotter.

In line with the trend of the times to design machinery more compactly, Link-Belt Co., Chicago, announces that its vertical-capstan electric car spotter



**MOTORIZED CAR SPOTTER.**

Simplified construction and permanent alignment are secured by attaching motor directly to side of spotter housing.

will hereafter be furnished "motorized," meaning that the motor will be attached directly to side of spotter housing. The result is that no motor shaft coupling or separate motor base plate will be required. With motor belted direct to side of spotter housing, proper initial and permanent alignment of motor shaft is assured; and the plan measurements of foundation required are a minimum.

The motor shaft extends into a substantial one-piece housing, which contains all gears—a helical-gear reduction at motor, and a worm-gear set. The gears run in oil, and are readily accessible. The motor is of high-torque fully enclosed type, and can be removed as a unit complete with motor pinion, without disturbing the rest of the machine. The capstan is machine finished to prolong the life of the car haulage rope.

The Link-Belt motorized spotter, like its predecessor, is available in two sizes. The smaller machine has a rope pull

of 5,000 lbs., and the larger size, 10,000 lbs. An eight-page illustrated book No. 1392 covers this new product and will be sent to anyone requesting a copy of it on business letterhead.

## STAINLESS STEEL DISTRIBUTORS.

Appointment of three new warehouse distributors of Enduro stainless steel is announced by N. J. Clarke, vice president in charge of sales, Republic Steel Corporation, Youngstown, O. The new distributors are Buhl Sons Co., Detroit, Mich.; F. W. Heitmann Co., Houston, Texas; and The Woodward Co., Albany, N. Y. The addition of these distributors now makes forty-five warehouse stocks of Enduro Stainless Steel available in principal cities. Steel Products Co., McKees Rocks, Pa., has been appointed warehouse distributor of Republic's Toncan iron sheets in the Pittsburgh area.

## DUST-PROOF MOTOR STARTER.

For motors up to 15 h.p., 220-volt, and 30 h.p., 440-550 volts, The Electric Controller & Mfg. Co., E. 79th st. and Woodland ave., Cleveland, O., announce the EC&M Type ZO, weather-proof and dust-tight, across-the-line, oil-immersed motor starter.

These starters are enclosed in a case which has been bonderized and then black enameled. When desired, a self-contained ammeter in a dust-tight case can also be furnished. The starter is designed for remote control, push button automatic operation.

## MUNDET ADDRESS CHANGES.

Four branch offices of the Mundet Cork Corp., 450 Seventh ave., New York City, have recently changed addresses in their respective cities, as follows: The address of the Cincinnati branch is now 427 W. 4th st.; Detroit, 355 W. Jefferson st.; Memphis, Medical Arts Building; Philadelphia, 2228 Arch st. Complete stocks of all Mundet cork products will continue to be carried in all Mundet branches in the United States and Canada.

**Which Is Which?** J. B. Ford Co., Wyandotte, Mich.—Heat treated steel, this booklet points out, cannot be determined by chemical analysis; neither are the desirable qualities built into a cleaner to be seen by casual observation. Both the steel and the cleaner must be tried out to determine their worth-while qualities. This booklet will be of value to the packer who has plant and equipment cleaning problems.

## New Trade Literature

Brief reviews of advertising literature of interest to operating and merchandising executives in the meat packing and allied industries. Copies of the publications mentioned here may be obtained by addressing those issuing them, or THE NATIONAL PROVISIONER, 407 S. Dearborn st., Chicago Ill.

**What About Your Roofs?** Johns-Manville, 22 East 40th st., New York City.—A new brochure that meat plant maintenance men will find of unusual interest and value. Among the subjects discussed are the importance of the "stitch-in-time" on roof repairs; physical properties and characteristics of various types of built-up roofing materials; and the great importance of expert application and inspection during any roof construction job. Considerable space is also devoted to a discussion of roof insulation and its effect in reducing fuel costs, in improving working conditions and in providing protection to both roof and deck felts.

**Beef Hoists.** Allbright-Nell Co., Chicago, Ill.—A page reprint from THE NATIONAL PROVISIONER illustrating and describing three types of beef hoists manufactured by this company. The No. 478 beef hoist shown and described is designed for many meat plant requirements. It is adaptable for use as a bleeding rail hoist, dropper bed hoist, dressing bed hoist, or for handling cripples. The hoist can be located conveniently directly above the point of operation, and is controlled by a push button suspended in a convenient location for the operator. It is fitted with a time limit switch which can be set for accurately stopping the lift to facilitate landing of carcass on rail.

**FlakeIce Frozen Water Ribbons.** York Ice Machinery Corp., York, Pa.—A two-color broadside illustrating with close-up photographs the FlakeIce machine and the methods by which it freezes. Many interesting views of the product and its uses are also included. How the machine is used in the packing plant and the advantages of FlakeIce over cake ice are fully explained.

**Sheet Iron—A Primer.** Republic Steel Corp., Youngstown, O.—A valuable 64-page reference book for the meat plant purchasing agent, master mechanic and maintenance superintendent. In simple non-technical language it tells the step-by-step story of modern manufacture of sheet iron, tracing production from the ore mines to the final inspection of the completed sheet. It is profusely illustrated with photographs and drawings.



# These Long-Time Users Report their **ROCK CORK Installations** **25 Years "YOUNG"**

**25 YEARS** Swift & Company's  
Chicago Plant

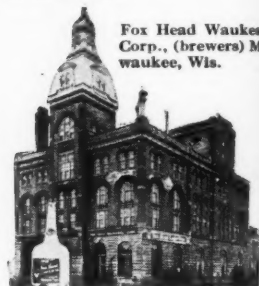
**26 YEARS** Fox Head's Brewery

**26 YEARS** Syracuse Cold Storage  
Company's Plant

**27 YEARS** The E. Kahn's Sons Co.'s  
Meat Packing Plant



A Cold Storage Room, Swift & Company, Chicago, Ill.



Fox Head Waukesha Corp., (brewers) Milwaukee, Wis.



Plant of the Syracuse Cold Storage Co., Syracuse, N. Y.



Sharp Freezer Room, The E. Kahn's Sons Co., (meat packers) Cincinnati, O.

**W**E call these four Rock Cork installations 25 years "young," although three of them have actually been in service a few years longer.

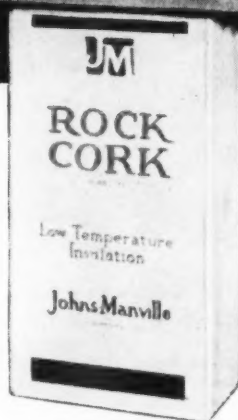
But a few years more or less mean nothing to Rock Cork. Even under the most severe service conditions, it maintains its high insulating value unimpaired over long periods of time.

Rock Cork is mineral in composition; a permanent low-temperature insulation that has no equal in its resistance to moisture infiltration.

It is rot-proof, vermin-proof, odorless, and will not absorb odors. Neither will it support the

growth of mold or bacteria.

Send for the new book, "Insulation in the Food Products Industries." Tells complete story of Rock Cork. Also covers correct specifications for insulating steam lines and heated equipment. Free. Mail coupon.



**JM Johns-Manville**

**ROCK CORK**

Trade-Mark Reg. U. S. Pat. Off.

**REFRIGERATION INSULATION**

Johns-Manville Insulations are available for all temperatures from 400° F. below zero to 3000° F. above.



JOHNS-MANVILLE, 22 East 40th Street, New York City

Send me a copy of the brochure, "Insulation in the Food Products Industries."

Name \_\_\_\_\_ Title \_\_\_\_\_

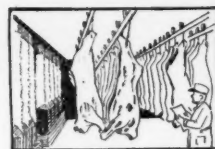
Firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

NP-13-41







# W Check ALL Factors!



When you buy Ham Boilers make sure every one of these important facts is carefully considered. The ADELMANN line has *all* of them.

## 1—Minimum Shrinkage

Less taper to body . . . cover fits tightly . . . self-sealing.

## 2—Ease of Cleaning

Large corners, plain cover . . . alloy approved by U. S. Navy to withstand salt corrosion.

## 3—Quick Operation

More practical . . . the kind your ham makers prefer.

## 4—Even Spring Pressure

New elliptical spring (patent pending) equalizes pressure . . . prevents tilting.

## 5—Long Life

Reinforcements designed to insure greater strength, longer durability.

## 6—Liberal Trade-in Schedule

It will be profitable for you to trade in old inefficient ham boilers and assure maximum profit with new Adelmann Ham Boilers.

## 7—All Kinds and Sizes

Complete range of sizes . . . Cast Aluminum . . . Nirosa Metal . . . Monel Metal . . . Tinned Steel.

ADELMANN—"The Kind Your Ham Makers Prefer"

# HAM BOILER CORPORATION

Office and Factory, Port Chester, N. Y.  
CHICAGO OFFICE: 332 S. MICHIGAN AVE.

European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities—Canadian Representative: C. A. Pemberton & Co., Ltd., Toronto.

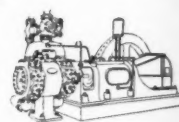
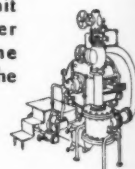
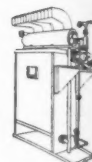
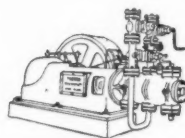
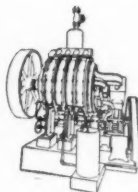
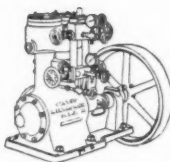


# Vilter

## REFRIGERATION

—DOES A REAL JOB—

ALWAYS.



There is a complete line of Vilter equipment to choose from, making compromises entirely unnecessary. The vertical and horizontal ammonia compressors, rotary compressor for "booster" service, unit type air conditioner and Paklce machine shown here indicate the large variety of Vilter refrigerating equipment which is made for all types of refrigerating service.

ASK US

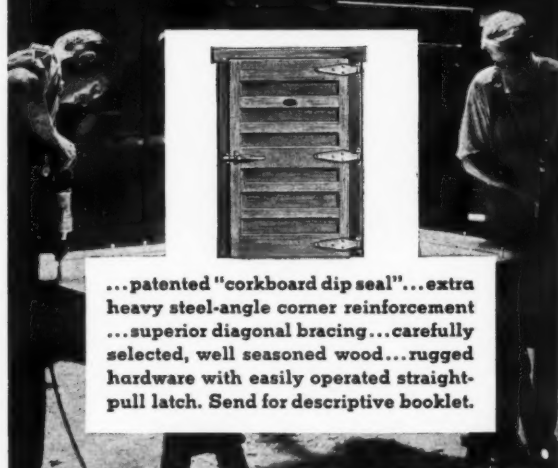
## THE VILTER MANUFACTURING CO.

ESTABLISHED 1867

2118 S. FIRST ST.

MILWAUKEE, WIS.

## COLD STORAGE DOORS ... As York Builds Them



...patented "corkboard dip seal"...extra heavy steel-angle corner reinforcement...superior diagonal bracing...carefully selected, well seasoned wood...rugged hardware with easily operated straight-pull latch. Send for descriptive booklet.

York Ice Machinery Corporation, York, Pennsylvania  
Send booklet describing York Cold Storage Doors

Name \_\_\_\_\_  
Street \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_



contract for cooler addition to cost about \$50,000.

A meat storage business has been opened on Oregon st., Milwaukee, Wis., east of the viaduct by the Ideal Packing Co.

The H. Sokolik Packing Co., 1719 N. Vandeventer ave., St. Louis, Mo., has plans for an addition to cost about \$50,000, including refrigeration.

#### SAVING MEAT SUPPLIES.

(Continued from page 13.)

cessors of meats, from dairy associations, civic organizations and health officials than the campaign to eliminate tuberculosis from livestock.

Unpasteurized raw milk from tuberculous cows has long been recognized by the medical profession as a source of danger to the human family, particularly as a cause of bone, glandular and abdominal tuberculosis in children. Data from the division of vital statistics of the U. S. Department of Public Health show that there was no decline in the human death rate from non-respiratory forms of tuberculosis preceding 1917, during which year the death rate from the non-respiratory types such as bone, glandular and abdominal was 22 per 100,000 population.

Since the year 1917, when the national campaign to eradicate tuberculosis in cattle was inaugurated, it has gradually declined each year until it reached 5.9 per 100,000 population during the year 1933. Medical authorities assert that the elimination of more than 3 million tuberculous cattle from the United States through the application of the tuberculin test has been a very important factor in the decline in the human death rate from this disease.

That this American campaign to improve health conditions and to conserve the nation's meat supply has won the acclaim of other nations was shown at the International Veterinary Congress held in New York City last August, when the progress of our work was outlined by Dr. A. E. Wight of the U. S. Bureau of Animal Industry. Here again the American people have pioneered in a constructive work, now in its final stage of completion, that will be everlasting in its benefits to our citizens, and an aid to other nations in attacking the problem.

#### MONGOLIA INSURES EMPLOYEES.

The Mongolia Importing Co., 274 Water st., New York City, has acquired a group life insurance policy involving a total of \$84,500 from the Prudential Insurance Company of America for the protection of 68 workers. This company is a well-known importer of sausage casings. Each employee is eligible to insurance in amounts ranging from \$1,000 to \$2,500, according to rank, and the policy is of the contributory type, the employees sharing with the employing company in the payment of premiums.

#### FALLACY OF 30-HOUR WEEK.

(Continued from page 8.)

would buy 25 per cent less of the higher priced goods. We cannot but wonder how many workmen would advocate the 30-hour week if they realized the simple truth of this statement.

But, it is protested, what about the 10 million persons the 30-hour week would theoretically put back to work? Wouldn't their purchasing power stimulate demand and therefore production?

Several answers can be made to that question. In the first place, there are nowhere near 10 million able-bodied "unemployed" who could accept jobs. The direct answer is, however, that the increased purchasing power of the present unemployed would be far more than offset by the decreased purchasing power of all the rest of the population.

#### No Increase in Buying Power.

It must not be forgotten that even the unemployed do have purchasing power at present—from savings, pensions, government works, federal, state and county relief funds, etc.—so that re-employment would not mean a 100 per cent increase in the purchasing power of the unemployed.

Something more can be done, no doubt, through unemployment insurance, subsistence homesteads and similar devices, but the sensible thing would appear to be to continue public support of the legitimate unemployed until restored private business activity, wisely stimulated by government credit, gradually regains its normal tempo and absorbs the employable. A certain proportion of the 10 million—because of age, disability or unsuitability—will never be re-employed by modern industry and must be assisted by society.

It is remarkable how easily intelligent people lose their grasp on the simple basic principle that the things we use from day to day, and which constitute our conveniences, necessities, and luxuries—in other words, our standard of living—must all be produced by human labor in conjunction with machines, and therefore that the only way for us all to have more is to produce more. The relative distribution as between classes may be bad—often is extremely bad—but it certainly seems clear that the remedy for our present situation is not through the device of all producing less.

#### Labor Hours and Living Standards.

In this connection it is interesting to learn that the Brookings Institution of Washington, D. C., after elaborate studies, has found that in our prosperity period of 1929 it required an average work week of 50 to 51 hours to produce the goods and services required for our standard of living at that time.

We should no doubt make certain deductions at present to allow for our lesser volume of exports, and it is possible that there has been some increase in the efficiency of the use of human labor since 1929. But this latter factor

is not great when we consider the lack of improvement in plants—the actual deterioration of many plants—that has characterized the depression period.

After making these various allowances it appears that at least a 40-hour week is required today to produce the requirements of the 1929 standard of living, and that if the lower income classes are to be stepped up in consumption, as they should be, considerably more than a 40-hour week is required.

The time may come when improved labor-saving machinery may so increase our production per man, and when our wants shall have been so nearly satisfied, that we shall prefer more leisure to more things. At that time further reduction of hours will be in order. But today any sane, reasonable workman on a 40-hour basis would certainly prefer more things (goods and services) to more leisure.

#### Restore an "Economy of Plenty."

Some persons who agree with the principles set forth here, and who oppose a blanket 30-hour week law, still lean to the idea that in some industries we should go to the 30-hour week.

If this means at the same hourly rate as before, and purely as a means of spreading the work, it may be a useful expedient. But that is seldom or never the proposal; it always involves much higher hourly rates for the shorter week.

This plan applied to separate industries, is, perhaps, even worse than the blanket 30-hour week law. When applied to a single industry it may mean increasing the price of the product of that industry, and thus encouraging substitutions of the products of other industries and the displacement of workers in the first industry. Even if this does not take place to any significant extent, the higher costs constitute an unwarranted and unjust levy on all other consumers, including the workers of all other industries.

Instead of starting on the downward spiral of an "economy of scarcity" which would result from a 30-hour week, all interests should unite in an effort to increase total production of needed goods and restore an "economy of plenty."

#### SCARCITY OF FANCY BEEF.

During the coming year fancy beef will be scarce, if the shipments of feeders to Corn Belt states is any index. Movement of these cattle from July to November is slightly less than that of a year ago, and is the smallest of record, totaling only 1,100,000 head. In November the movement was 45 per cent below the five-year-average, and was the smallest for the month in 16 years. Reports from Western feeding centers indicate that the cattle fed there this winter will be considerably less than last year, except in California, where the number fed will be slightly larger.



## MORE BEEF AND VEAL AWARDS.

Additional awards for processing and canning beef and veal under schedule 112 have been awarded by the FSRC as follows:

The Rath Packing Co., Waterloo, Ia., slaughter, bone, and can the beef and veal from 200 cattle and calves daily; Ottawa Packing Corp., Ottawa, Ill., slaughter and bone 600 cattle daily and deliver the beef to Gibson Canning Co.; Gibson Canning Co., Gibson City, Ill., can the beef from 600 cattle daily to be furnished by Ottawa Packing Corp.; Ed McCormick, Green Springs, Mo., slaughter, bone and can the beef from 200 cattle daily; Rutherford Food Corporation, Kansas City, can the beef from 100 cattle daily instead of 1,050 daily as previously reported; Agar Packing and Provision Co., Chicago, can the beef from 550 cattle daily, representing a part of the 1,050 cattle originally shown as awarded to Rutherford Food Corp.; Illinois Meat Co., Chicago, can the beef from 300 cattle daily, representing a part of the 1,050 cattle originally shown as awarded to Rutherford Food Corp.; Vette & Zunker, Chicago, can the beef from 100 cattle daily, representing a part of the 1,050 cattle originally shown as awarded to Rutherford Food Corp.; Menges & Mange, Inc., St. Louis, Mo., can the beef from 800 cattle daily, representing a part of the 1,200 cattle originally shown as awarded to Sterling Packing Co.

The following awards for canning the 1,635,060 lbs. of boneless veal held in freezers for FSRC account also have been made under schedule 112:

Armour and Company, Kansas City, 635,314 lbs. from storage at Kansas City; Frederick City Packing Co., Frederick, Md., 53,818 lbs. from storage at Baltimore; Hunter Packing Co., East St. Louis, 250,336 lbs. from storage at St. Louis; United Packers, Inc., Chicago, 695,592 lbs. from storage at Chicago, St. Paul, Omaha, and Cleveland.

## NEW CORN-HOG CONTRACTS.

Seventy per cent of the 1934 corn-hog contract signers voted in favor of continuing the corn-hog program another year. This number totaled only 374,584 farmers in favor of the plan, while 161,106 previous signers voted against continuation. Of 44,026 previous non-signers voting on the plan, 14,555 voted in favor and 29,471 against. Thus some 389,139 farmers' votes influence a hog policy affecting several million hog producers.

Under the new contract for hogs, the AAA will pay \$15 per head on 10 per cent of the basic number for 1932 and 1933. In the former contract, the sum of \$5 a head was allowed on 75 per cent of the hog base.

These agreements will cover a period from Dec. 1, 1934 to Nov. 30, 1935, inclusive, when they have been approved by the Secretary of Agriculture.

The minimum reduction for corn acreage is 10 instead of 20 per cent

## Hog Shortage in 1935

Material shortage in the 1935 supply of hogs is indicated by the December pig survey issued this week by the U. S. Department of Agriculture.

A decrease is reported of about 48 per cent in the 1934 fall pig crop from that of a year earlier, and about 35 per cent decrease in the combined fall and spring pig crops of 1934 from those of a year earlier.

There is a prospective decrease of 17 per cent in the number of sows to farrow in the spring of 1935, compared to the small number farrowed in the spring of 1934.

as in the 1934 season with a limit of reduction set at 30 per cent of the average for 1932 and 1933 crops.

The minimum reduction for hogs will be 10 per cent compared with 25 per cent in 1934, which was based on the crops of 1932 and 1933.

In the new agreements, the farmers are to be allowed 35c a bushel on the estimated corn yield of the acres retired from production, compared with 30 cents in 1934 and the contracted acres may be used for anything except growing corn.

Training schools for the 1935 corn-

## Feed Shortage in Figures

SOME idea of shortage of feed for meat animals until the next harvest is to be found in the final returns on 1934 crops issued this week by the U. S. Department of Agriculture. Production of all farm crops in the United States fell to the lowest level in 30 years, while the aggregate yield of grain crops was the smallest in 40 years.

Corn was the chief victim of the drought which so drastically reduced production. Final 1934 figures fix the corn crop at 1,380,718,000 bu., or nearly a billion bushels less than the 2,351,658,000 bu. produced in 1933. The five-year-average production of corn was 2,516,000,000 bu. Not since 1894 has the country produced such a small corn crop. In that year the production was 1,213,000,000 bu.

Wheat, which is used to a less extent than corn as a livestock feed, was 400 million bu. below what is considered a normal yield. Official figures of this year's wheat crop are 496,469,000 bu., compared with 529,975,000 bu. in 1933 and the average annual yield of 886,000,000 bu.

"Largely as a result of the sharp decreases in production of most crops and the shortage of feed for livestock," the report states, "prices of the 14 principal crops averaged 42 per cent higher on December 1 than they were on that date a year ago, and 140 per cent higher than two years ago."

hog sign-up campaign workers are being conducted by the AAA, wherein the new contract will be explained and studied. Six of these two-day schools will be held in the western, middle western, eastern and southeastern sections of the country.

## LAST MILLION RELIEF CATTLE.

Government officials expect that all the additional million head of cattle to be purchased by the government will be bought by December 31. It is understood, says the Institute of American Meat Packers, that the present intention of the government is to have a little more than half of the cattle and calves purchased in December processed by commercial plants holding contracts with the FSRC; the others will be processed by commercial plants holding contracts with the various state relief administration, and by state plants owned or operated by some of the state relief organizations financed with FERA funds.

The FSRC recently asked packers in the Middle West for bids for slaughtering and quartering beef from an additional number of cattle to be distributed by various state relief administrations. No awards had been made on these bids at last reports.

## HOG PROCESSING TAX TOTALS.

Processing, compensating and floor taxes paid on hogs and hog products during November, 1934, and for the period from July 1, 1934, to November 30, inclusive, are reported by the U. S. Bureau of Internal Revenue as follows:

	Nov., 1934.	July 1 to Nov. 30, 1934.
Processing tax .....	\$16,997,699.18	\$84,953,956.38
Import compensating taxes .....	7,580.23	34,477.91
Floor taxes .....	5,235.15	22,153.98
Total .....	\$17,010,514.56	\$85,010,590.27

## U. S. INSPECTED HOG KILL.

Inspected hog kill at 8 points during week ended Friday, Dec. 14, 1934:

	Week ended Dec. 14.	Prev. week.	Cor. week, 1935.
Chicago .....	212,038	183,391	198,972
Kansas City, Kans. ....	61,350	66,754	62,149
Omaha .....	49,023	53,382	37,494
St. Louis & East St. Louis ..	81,380	74,701	67,437
Sioux City .....	35,223	36,478	41,790
St. Joseph .....	45,231	39,375	30,081
St. Paul .....	71,727	45,701	60,601
N. Y., Newark & J. O. ....	66,033	54,342	56,457
Total .....	622,605	554,122	553,976

## CANNED MEAT EXPORTS.

Canned meat exports from the United States during October, 1934, are reported as follows:

	Total lbs.	Value.
Canned beef .....	333,959	\$ 85,469
Canned pork .....	686,754	244,139
Canned sausage .....	155,098	38,442
Other canned meats .....	98,553	20,090
Total .....	1,244,364	\$388,140
To Insular possessions .....	385,332	
Total .....	1,629,696	

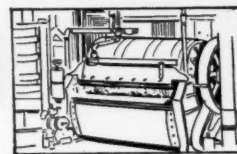
Of the quantity exported to insular possessions, Hawaii took 292,643 lbs. and Porto Rico, 92,689 lbs.



LARD	BEES
BELLIES	.....
HAMS	.....
LOINS	.....
BUTTS	.....

# Provisions and Lard

## Weekly Market Review



Trade Active—Market Irregular—Undertone Steady—Hog Run Liberal—Hogs Firm—Light Weights Factor—Cash Lard Trade Fair—Meats Slow.

Market for hog products the past week backed and filled in a mixed commission house trade. The latter were first on one side and then on the other with some longs liquidating and new buyers taking hold. Packers and warehousemen appeared to be doing little. At times there was evidence of some hedge selling but the latter was not large.

Some of the pressure on the market was brought about by a better hog run than anticipated, and by backing and filling hog prices. At times there was selling encouraged by reports of slowness in meat demand, and a shading of fresh pork loin prices.

Irregular movements in grain prices accounted for some of the irregularity in lard. Cash lard trade was fair, and hog prices on the whole were rather firm, the latter encouraging some new outside buying in the futures market.

### Cotton Oil A Factor.

The fact that cotton oil prices were rather well maintained had some sympathetic influence on lard. A small increase in lard stocks during the first half of the present month was bearishly construed by some but ignored by many, particularly by those who are operating for the long pull.

Again predictions were heard that the winter hog run peak has been witnessed, but as yet receipts have not dropped off materially at Chicago, although receipts at some of the other western markets were lighter. A factor that continued to receive attention in commission house circles, was the relative light weight of hogs still arriving. There was no particular improvement in the corn-hog ratio, with corn still at levels compared with live hogs that would not encourage heavy feeding.

### Lard Trade Fair.

Cash lard trade was fair, and it is contended that lard stocks would decrease rapidly with any important let-up in hog arrivals. It is argued that domestic lard trade promises to be good, as evidenced by the consumption of edible fats the past three or four months, while some export lard business was passing all the time, and that sooner or later, the benefits of the smaller hog numbers in the country must be felt in the shape of lighter output of hog products.

Stocks of lard at Chicago during the first half of December increased 3,690,000 lbs. totaling 69,704,000 lbs. against 82,537,000 lbs. last year

Receipts of hogs at western packing points last week were 665,200 head against 672,200 the previous week and 603,500 the same week last year.

### Hog Prices and Weights.

The average price of hogs at the outset of this week at Chicago was 5.85c against 5.65c the previous week, 3.25c a year ago, 3c two years ago and 4.25c three years ago. Top price on hogs at Chicago after backing and filling reached a level on Wednesday of 6.40c the best figure since October 9th.

Average weight of hogs received at Chicago last week was 211 lbs. against 216 lbs. the previous week, 228 lbs. a year ago and 229 lbs. two years ago.

PORK — The market experienced a routine demand at New York and was without change from last week with mess quoted at \$23.00 per barrel, family \$19.00 per barrel and fat backs \$17.25 to \$19.00 per barrel.

LARD—The market was steady with demand fair at New York. Prime west-

ern was quoted at 9.45@9.55c, middle western 9.35@9.45c, New York City tierces 9c, tubs 11½@12c, refined continent 9½c, South America 9½c, Brazil kegs 10c, compound for export car lots 12½c, smaller lots 12½c, domestic compound ¼c more. At Chicago regular lard in round lots was quoted at January price, loose lard 65c under January, and leaf lard at 70c under January.

(See page 33 for later markets.)

BEEF—Demand was fairly good and the market firm at New York with mess nominal, packer nominal, family \$19.00 @20.00 per barrel and extra India mess nominal.

### LARD AND MEAT EXPORTS.

Exports of lard, bacon and hams through the port of New York during the first four days of the current week totaled 818,163 lbs. of lard and 198,305 lbs. of meat.

Lard exports from the United States

## Hog Cutting Losses Are Larger

CONSIDERABLE falling off in hog runs resulted in higher prices during the week and less satisfactory cut-out values for hogs. The fresh pork market failed to follow the increase in live prices, the loin market being sluggish all week and closing slightly lower than a week earlier.

With one exception, the hog top of \$6.55 was the highest price paid this season. It compares with a top of \$3.75 a year ago, \$3.40 two years ago and \$4.35 three years ago. Prices during the current week were 40c to 50c higher than a week ago and in some cases as much as 75c higher.

Quality of hogs received was among the best of the season, comprising many good to choice kinds weighing 170 to 230 lbs. and a fair proportion weighing 240 to 270 lbs. Few were received

weighing over 280 lbs. or under 150 lbs. Pigs and packing sows were scarce.

Receipts at the seven principal markets totaled only 296,500 head compared with 426,000 a week ago and 392,900 in the like period a year ago. The falling off in receipts was evident at all principal markets.

Both the average and top prices remained steady during the first two days at Chicago at \$6.30 and \$5.85 respectively. On Wednesday the top moved up to \$6.40 and the average to \$6.00 and on the closing day of the period top and average were \$6.55 and \$6.05.

The following test is worked out on the basis of averages of live hog costs and green product prices at Chicago during the period as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE.

	160 to 180 lbs.	180 to 220 lbs.	220 to 250 lbs.	250 to 300 lbs.
Regular hams .....	\$1.91	\$2.03	\$2.07	\$2.09
Picnics .....	.48	.45	.44	.43
Boston butts .....	.43	.43	.43	.43
Pork loins .....	1.24	1.10	1.05	.89
Bellies, light .....	1.87	1.93	1.43	.43
Bellies, heavy .....	...	...	.50	1.38
Fat backs .....	...	...	.31	.62
Plates and jowls .....	.15	.19	.19	.25
Raw leaf .....	.21	.21	.21	.21
P. S. lard, rend. wt. ....	1.24	1.42	1.29	1.24
Spareribs .....	.10	.10	.10	.10
Regular trimmings .....	.21	.21	.19	.19
Feet, tail, neckbones .....	.06	.06	.06	.06
Total cutting value (per 100 lbs. live wt.) ..	\$7.90	\$8.14	\$8.27	\$8.32
Total cutting yield .....	68.50%	69.50%	71.00%	72.00%
Crediting edible and inedible offal values of 17c per cwt. to the above totals and deducting from these the cost of well finished live hogs of the weights shown plus all expenses, including the processing tax of \$2.25 per hundred live weight, the following results are secured:				
Loss per cwt. ....	\$ .23	\$ .24	\$ .40	\$ .50
Loss per hog .....	\$ .39	\$ .48	\$ 1.15	\$ 1.37



for the full week ended December 15 totaled 1,320,800 lbs. against 8,241,186 lbs. for the same week in 1933. For the packer year to date, exports of lard have totaled 30,173,140 lbs. against 58,748,344 lbs. in the 1933 period.

Bacon and ham exports for the week ended December 15 totaled 3,796,750 lbs. against 2,857,250 lbs. for the corresponding week in 1933. For the packer year to date, exports of these products totaled 12,910,200 lbs. against 13,430,750 lbs. from Nov. 1 to Dec. 1, 1933.

### CURED MEAT PRICES.

Cured pork prices at Chicago for November, 1934:

CURED PORK AND PORK PRODUCTS.			
	Nov. 1934.	Oct. 1934.	Nov. 1933.
Hams, smoked, reg. No. 1—			
8-10 lbs. avg.	\$18.15	\$19.05	\$14.40
10-12 lbs. avg.	17.23	18.45	14.18
12-14 lbs. avg.	18.06	19.00	14.00
14-16 lbs. avg.	17.81	19.55	14.32
Hams, smoked, reg. No. 2—			
8-10 lbs. avg.	16.50	17.95	12.60
10-12 lbs. avg.	16.75	17.20	12.52
12-14 lbs. avg.	16.75	17.20	13.10
14-16 lbs. avg.	16.75	17.10	13.32
Hams, smoked, skinned, No. 1—			
16-18 lbs. avg.	19.50	20.80	14.63
18-20 lbs. avg.	19.06	20.15	14.32
Hams, smoked, skinned, No. 2—			
16-18 lbs. avg.	17.50	18.70	12.78
18-20 lbs. avg.	16.75	18.52	12.70
Bacon, smoked, No. 1—			
6-8 lbs. avg.	23.00	24.40	16.08
8-10 lbs. avg.	22.38	23.68	15.90
Bacon, smoked, No. 1, S. P. cure—			
8-10 lbs. avg.	20.50	21.27	13.55
10-12 lbs. avg.	20.00	20.82	13.42
Picnics, smoked—			
4-8 lbs. avg.	12.44	12.98	9.75
Backs, dry salt—			
12-14 lbs. avg.	12.94	12.90	6.15
Lard—			
Refined, H. W. tubs.	11.75	10.88	6.98
Substitutes.	11.66	10.32	7.12
Refined, 1 lbs. cartons.	12.25	11.38	7.48

### NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended Dec. 15, 1934, with comparisons:

	Week ended Dec. 15.	Prev. week.	Cor. week, 1933.
West. drsd. meats:			
Steers, carcasses.	10,200	11,414	11,061
Cows, carcasses.	1,046	1,390	848
Bulls, carcasses.	284	318	236
Veals, carcasses.	14,201	10,996	14,234
Lambs, carcasses.	110	29	33,988
Mutton carcasses.	41,893	31,582	1,318
Beef cuts, lbs.	538,352	471,794	714,206
Pork cuts, lbs.	2,085,009	2,361,853	2,556,235
Local slaughters:			
Cattle	10,357	9,351	9,425
Calves	15,744	14,449	13,520
Hogs	65,555	54,239	58,132
Sheep	77,846	83,418	61,524

### PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended Dec. 15, 1934:

	Week ended Dec. 15.	Prev. week.	Cor. week, 1933.
West. drsd. meats:			
Steers, carcasses	2,740	2,306	3,087
Cows, carcasses	1,467	1,272	1,632
Bulls, carcasses	206	250	245
Lambs, carcasses	2,382	1,781	2,135
Veals, carcasses	14,772	11,585	13,410
Mutton, carcasses	321	258	310
Pork, lbs.	532,994	415,787	461,322
Local slaughters:			
Cattle	2,180	2,273	1,795
Calves	4,043	3,099	2,833
Hogs	24,089	17,808	22,498
Sheep	7,775	7,353	6,707

# CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

## FUTURE PRICES.

SATURDAY, DECEMBER 15, 1934.

	Open.	High.	Low.	Close.
LARD—				
Dec.	11.30	11.37½	11.30	11.30b
Jan.	11.30	11.37½	11.30	11.32½ax
May	11.80-82½	11.82½	11.72½	11.72½
July	11.90	11.95	11.90	11.90ax
CLEAR BELLIES—				
Dec.	14.85	14.85	14.80	14.75n
Jan.	15.42½	15.42½	15.40	14.85b
May				15.40b

MONDAY, DECEMBER 17, 1934.

	Open.	High.	Low.	Close.
LARD—				
Dec.	11.32½	11.37½	11.32½	11.32½
Jan.	11.32½	11.37½	11.32½	11.32½ax
May	11.75-72½	11.80	11.72½	11.72½b
July	11.05	11.07½	11.00	11.00
CLEAR BELLIES—				
Dec.				14.75n
Jan.				14.85n
May				15.37½

TUESDAY, DECEMBER 18, 1934.

	Open.	High.	Low.	Close.
LARD—				
Dec.	11.37½	11.37½	11.37½	11.37½
Jan.	11.37½-35	11.37½	11.35	11.37½b
May	11.80-82½	11.82½	11.75	11.75ax
July	11.95	11.95	11.92½	11.95b
CLEAR BELLIES—				
Dec.				14.75n
Jan.				14.85n
May				15.37½n

WEDNESDAY, DECEMBER 19, 1934.

	Open.	High.	Low.	Close.
LARD—				
Dec.	11.42½	11.50	11.42½	11.42½b
Jan.	11.87½	11.92½	11.85	11.87½b-90
July	12.02½	12.10	12.02½	12.07½ax
CLEAR BELLIES—				
Dec.	14.80	14.85	14.80	14.75n
Jan.	15.35	15.40	15.35	14.85ax
May				15.40ax

THURSDAY, DECEMBER 20, 1934.

	Open.	High.	Low.	Close.
LARD—				
Dec.	11.50	11.50	11.50	11.50ax
Jan.	11.50	11.50	11.50	11.50ax
May	11.95	11.97½	11.87½	11.87½
July	12.12½	12.12½	12.05	12.05ax
CLEAR BELLIES—				
Dec.				14.75n
Jan.				14.85ax
May				15.40

Key: ax, asked; b, bid; n, nom.; —, split.

FRIDAY, DECEMBER 21, 1934.

	Open.	High.	Low.	Close.
LARD—				
Dec.	11.42½	11.50	11.42½	11.50b
Jan.	11.37½	11.55	11.35	11.55
May	11.87½	11.97½	11.77½	11.97½-95
July	12.02½	12.12½	11.95	12.12½b
CLEAR BELLIES—				
Dec.				14.75n
Jan.				14.85n
May				15.40ax

## MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended Dec. 15, 1934:

Point of origin.	Commodity	Amount.
Argentina—Sausage	2,583 lbs.	
Argentina—Smoked ham	382 lbs.	
Argentina—Canned corned beef	90,000 lbs.	
Australia—Oleo stearine	112,191 lbs.	
Canada—Bacon	3,182 lbs.	
Canada—Pork cuts	1,530 lbs.	
Canada—Sausage	498 lbs.	
Czechoslovakia—Smoked ham	468 lbs.	
Denmark—Liver paste	1,474 lbs.	
England—Meat paste	413 lbs.	
France—Liver paste	1,185 lbs.	
Germany—Canned meats	2,525 lbs.	
Germany—Smoked ham	11,509 lbs.	
Holland—Smoked ham	1,871 lbs.	
Ireland—Bacon	556 lbs.	
Italy—Smoked ham	1,180 lbs.	
Italy—Sausage	3,219 lbs.	
New Zealand—Edible tallow beef	226,083 lbs.	
Norway—Meat cakes	2,530 lbs.	
Poland—Sausage	2,244 lbs.	
Poland—Smoked ham	23,197 lbs.	
Uruguay—Jerked beef	4,290 lbs.	
Uruguay—Oleo	56,119 lbs.	

## CASH PRICES.

Based on actual carlot trading Thursday, December 20, 1934.

### REGULAR HAMS.

Green.	13%	* S.P.	
8-10	13%		
10-12	14%		
12-14	14%		
14-16	14%		
16-18	14%		

### BOILING HAMS.

Green.	15%	* S.P.	
16-18	15%		
18-20	16		
20-22	16		
16-22 range	16		

### SKINNED HAMS.

Green.	15%	* S.P.	
10-12	15%		
12-14	15%		
14-16	16%		
16-18	16%		
18-20	16%		
20-22	15%		
22-24	14%		
24-26	14%		
26-30	13		
30-35	13		

### PICNICS.

Green.	8%	* S.P.	
4-6	8%		
6-8	8%		
8-10	9		
10-12	9		
12-14	9		

Short Shank ½c over.

### BELLIES.

(Square cut seedless)  
(S. P. ½c under D. C.)

Green.	17%	* D.C.	
6-8	17%		
8-10	17%		
10-12	18		
12-14	18		
14-16	18		
16-18	17%		

\*Quotations represent No. 1 new cure.

### D. S. BELLIES.

Clear.	14%	Rib.	
14-16	14%		
16-18	14%		
18-20	14%		
20-25	14%		
25-30	14%		
30-35	14%		
35-40	14%		
40-50	14%		
50-60	14%		

### D. S. FAT BACKS.

6-8	9%		
8-10	9%		
10-12	12%		
12-14	12%		
14-16	13%		
16-18	13%		
18-20	13%		
20-25	14		

### OTHER D. S. MEATS.

Extra Short Clears	35-45	14%	
Extra Short Ribs	35-45	14%	
Regular Plates	6-8	9%	
Clear Plates	4-6	8%	
Jowl Butts		8	
Green Square Jowls		11	
Green Rough Jowls		8%	

### LARD.

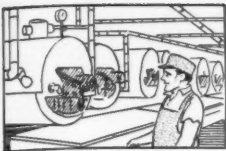
Prime Steam, cash	11.50		
Prime Steam, loose	10.82½b		
Refined, boxed, N. Y.—Export.	unquoted		
Neutral, in tierces	12.02½		
Raw Leaf	10.87½		

## BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston, week ended Dec. 15, 1934:

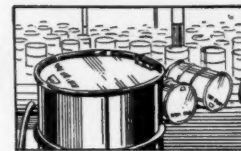
	Week ended Dec. 15.	Prev. week.	Cor. week, 1933.
West. drsd. meats:			
Steers, carcasses	2,240	2,469	3,016
Cows, carcasses	1,653	2,011	1,729
Bulls, carcasses	22	25	15
Veals, carcasses	906	640	1,100
Lambs, carcasses	14,673	16,840	22,631
Mutton, carcasses	271	239	407
Pork, lbs.	315,406	287,262	424,831





# Tallow and Greases

## Weekly Market Review



**TALLOW**—Quite a little activity and a rather steady market featured tallow at New York the past week. It was estimated that around 1¼ to 1½ million pounds of extra changed hands at 5½c, f.o.b., followed by sales estimated at 300,000 to 500,000 lbs. at 5½c f.o.b. for extra, a decline of ¼c from late last week. At the lower level consumers appeared more willing buyers and this gave the market a firmer undertone. Offerings were less free on the decline, and the closeness of the year end holidays made for more of a disposition on the part of both producers and soapers to go slow.

Reports from soap circles continued very optimistic on distribution of the finished product and this, it was believed, forecast a good demand for raw materials, especially tallow, the early part of next year. At New York, special was quoted at 5c, extra at 5½c f.o.b. and edible at 7½c f.o.b.

At Chicago, the tallow market continued to display a very firm undertone. Trade, however, appeared moderate and routine. Offerings were not large. Edible was quoted at 7½c, fancy 5¼@5½c, prime packers 5¼@5½c, special 5c, No. 1 at 4¼c.

There was no London auction the past week. At Liverpool tallow was stronger, with Australian beef December-January shipment up 1s at 22s 9d, while Australian good mixed December-January shipment Liverpool was up 9d at 22s 9d.

**STEARINE**—The market was rather quiet at New York and barely steady with oleo quoted at 9c asked, plant. At Chicago the market was quiet but steady, with oleo quoted at 9c.

**OLEO OIL**—Trade was rather routine at New York and the market barely steady with extra quoted at 9¼@10½c, prime 9¼@10c, and lower grades 9¼c. At Chicago, the market was quiet but steady with extra held at 10c.

(See page 33 for later markets.)

**LARD OIL**—There was no particular activity in this quarter but a steady tone was noted at New York where prices were unchanged with No. 1 quoted at 7¼c, No. 2 at 7½c, extra 8½c, extra No. 1 at 8¼c, prime 13½c, winter strained 8¼c.

**NEATSFOOT OIL**—Trade was routine and the market generally quiet and unchanged from a week ago, with extra quoted at 8½c, No. 1 at 8¼c, pure 12c and cold pressed at 16½c.

**GREASES**—The position of the market for greases at New York was a trifle easier the past week, although as far as prices were concerned, little or no change was made. Generally, trade was quiet. Consumers continue

to pursue a hand-to-mouth buying policy, presumably due to the seasonal inventory-taking periods approaching. A slightly softer tone in tallow failed to have much influence, but what trade did pass in greases, was purely of a routine nature. Offerings were fair but not pressed.

At New York yellow and house were quoted at 4¼@4½c, A white 5@5½c, B white 4¼@4½c and choice white 5½c, nominal.

At Chicago, trading was rather quiet again the past week but the tone was steady, due to an absence of pressure of nearby or later delivery offerings. Brown was quoted at 4¼c, yellow 4¼@4½c, B white 5½c, A white 5¼c and choice white all hog at 5½c.

### EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Dec. 19, 1934.

Last sales of ground tankage were at \$2.50 and 10c and unground at \$2.10 and 10c, basis f.o.b. New York. Producers are asking slightly higher prices but the demand for tankage is light.

Dried blood for late December shipment is held at \$2.75 per unit f.o.b. New York, last sale having been made at \$2.60 per unit. South American is held at around \$3.00 per unit, c.i.f. Atlantic coast ports.

Japanese sardine meal is offered at \$34.00 per ton net for December-January shipment from Japan c.i.f. Atlantic coast ports.

### FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: December, 1934, to June, 1935, inclusive .....	@24.00
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York.....	@nom.
Blood, dried, 16% per unit.....	@ 2.75
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory..	Nominal
Fish meal, foreign, 11¼% ammonia, 10% B. P. L., c.i.f. ....	@ 34.00
Fish scrap, acidulated, 6% ammonia, 3% A.P.A. f.o.b. fish factories	2.00 & 50c
Soda nitrate, per net ton; bulk.	
Dec. to June, 1935, inclusive....	@23.50
In 200-lb. bags .....	@24.50
In 100-lb. bags .....	@25.50
Tankage, ground, 10% ammonia, 15% B. P. L., bulk.....	2.50 & 10c
Tankage, unground, 9@10% ammonia, 15% B. P. L., bulk.....	2.50 & 10c
Phosphates.	
Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f. ....	@23.50
Bone meal, raw, 4½ and 50 bags, per ton, c.i.f. ....	@25.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat.....	@ 8.50
Potash Salt.	
Manure salt, 30% bulk, per ton....	@12.90
Kalnit, 14% bulk, per ton.....	@ 8.50
Muriate in bulk, per ton, 40c unit K <sub>2</sub> O.	
Sulphate in bags, per ton.....	@35.00
Shipment Dec., '34, to April, '35.	
Dry Rendered Tankage.	
50% unground .....	@ 52½
60% ground .....	@ .60

### By-Products Markets

Chicago, Dec. 19, 1934.

#### Blood.

Blood market is strong with last sales unground at \$3.10.

	Unit	Ammonia.
Ground .....	\$	3.15 @ 3.25
Unground .....		3.10 @ 3.15

#### Digester Feed Tankage Materials.

Considerable strength shown in market for feed tankage materials with outlook good for broadened demand.

	Unit	Ammonia.
Unground, 10 to 12% ammonia..	\$	2.75 @ 2.85 & 10c
Unground, 8 to 10% .....		@3.00 & 10c
Liquid stick .....		2.00 @ 2.25

#### Dry Rendered Tankage.

Offerings in this market continue light, with little change in price.

Hard pressed and exp. unground per unit protein .....	\$	57½ @ .62½
Soft prod. pork, ac. grease & quality, ton .....		@45.00
Soft prod. beef, ac. grease & quality, ton .....		@40.00

#### Packhouse Feeds.

Some strength evident in the market for packhouse feeds, with prices about the same as a week ago.

	Carlots.
Digester tankage meat meal, 60%...\$	@45.00
Meat and bone scraps, 50% .....	@45.00
Steam bone meal, 65%, special feeding, per ton .....	@30.00
Raw bone meal for feeding.....	@30.00

#### Fertilizer Materials.

A fair volume of fertilizer tankage moved during week. Prices higher.

High grd. tankage, ground, 10@12% am. ....	\$	2.40 @ 2.50 & 10c
Bone tankage, ungrd., low gr., per ton .....		14.00 @ 15.00n
Hoof meal .....		@ 2.50n

#### Bone Meals (Fertilizer Grades).

Market unchanged.

Steam, ground, 3 & 50 .....	\$	16.00 @ 17.00
Steam, unground, 3 & 50 .....		@18.00

#### Horns, Bones and Hoofs.

Little change; prices largely nominal.

Horns, according to grade.....	\$	55.00 @ 85.00
Mfg. shin bones.....		55.00 @ 85.00
Cattle hoofs .....		21.50 @ 23.50
Junk bones .....		@14.00

(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

#### Gelatine and Glue Stocks.

Certain kinds of glue stock in demand in car lots, particularly calf trimmings, calf and hide trimmings mixed, and sinews and pizzles.

Kip stock .....	\$	@10.00
Calf stock .....		@18.00
Sinews, pigles .....		@10.00
Horn, piths .....		@16.00
Cattle jaws, skulls and knuckles....		@16.00
Hide trimmings (new style).....		@ 8.00
Hide trimmings (old style).....		@10.00
Pig skin scraps and trim, per lb....		5 @ 5¼n

#### Animal Hair.

Winter hog hair production continues in fair demand.

Summer coil and field dried.....	%	@ ¼c
Winter coil dried.....	1	@ 2¼c
Processed, black, winter, per lb....	6	@ 6¼c
Processed, grey, winter, per lb....	4	@ 5¼c
Cattle switches, each* .....	1½	@ 2c

\*According to count.



# Where there's SMOKE

To AMERICA'S "Grand Jury" of  
SAUSAGE MAKERS and MEAT PACKERS

## PEL-O-CEL Presents ITS "CASE"!

Throughout the development of PEL-O-CEL Casings, we've considered two facts to be of prime importance. To begin with, the sausage market had become *new-package* conscious. Irregularly shaped "naturals" were lacking in eye-attraction. In addition, they presented stuffing problems. Improvement became imperative.

The grumblings caught the attention of creative chemists, and so the synthetic casing was born—and welcomed. From the very start, PEL-O-CEL made sure that *its* casing possessed the features that guarantee constantly uniform results. Regardless of how tight it is stuffed, the side walls remain parallel. Cadet-like symmetry!

### Secondly—

And of greatest importance . . . If the synthetic casing was to fully justify the industry's adoption, then it must contribute the most desirable advantage of the natural casing—namely, **Porosity!** . . . Through porosity, we inject and preserve flavor—smoke can properly penetrate to the meat. Curing becomes thorough.

PEL-O-CEL, therefore, was not content to simply make a flexible tin can . . . because *looks* without *taste* is like a china egg—you only fool the hen! PEL-O-CEL determined to produce a casing that would do all that the natural casing should do—and we are gratified to hear leading packers say that it does.

### Finally—

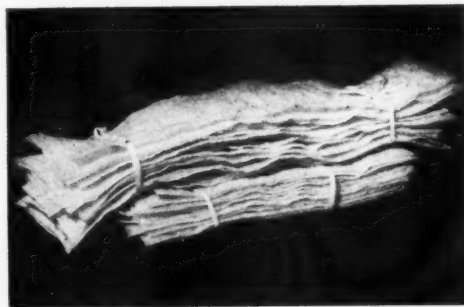
PEL-O-CEL features of elasticity and shrinkage are obtained by careful chemical treatment of the material during the process of manufacture. The features of strength and uniformity are obtained through the reenforcement of the cellulose by means of a vegetable fibrous base. This combination produces still another much appreciated advantage—the casing can be pricked without fear of tearing it.

PEL-O-CEL Casings are the only casings consisting of a cellulose and vegetable fibrous base. They are protected by patents in U. S. A. and foreign countries.

**PEL-O-CEL PRODUCTS CORPORATION • 442-12th STREET, BROOKLYN, N. Y.**



Mr. Henry Ederle, Ederle Bros., N. Y.  
at the door of his "flavoring vault"!



Try the PEL-O-CEL CASE without obligation

We will be only too glad to send you several PEL-O-CEL Casings. Simply soak these samples in lukewarm water for ten minutes—then give them the works! The results will amaze you. Your trial of the PEL-O-CEL Case involves no obligation . . . Write to-day!





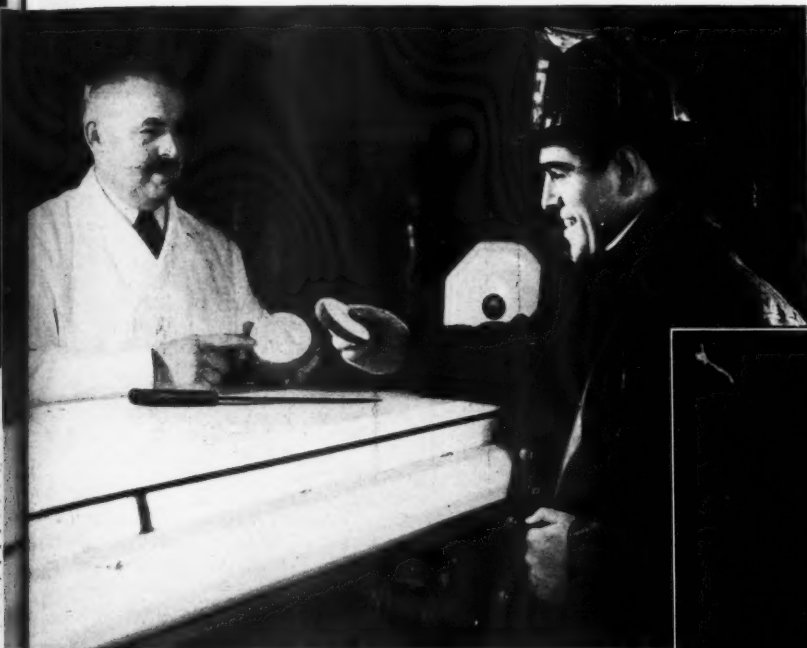
# There must be **FLAVOR!**

**"GOOD TASTE" enters the PEL-O-CEL "CASE"**

The Convincing Testimony of *Packer* HENRY EDERLE and of *Smoky* JIM GALLAGHER establishes the Presence of **SMOKE** and **FLAVOR!**

Here's the evidence:— Ques. "Mr. Ederle— in the packing of ham bologna and like meats, the record shows that you have changed from natural casings to PEL-O-CEL casings. The record also shows that your thirty-odd years reputation for fine flavor continues to be the talk of the market. Have PEL-O-CEL casings contributed to the maintenance of your prestige?"

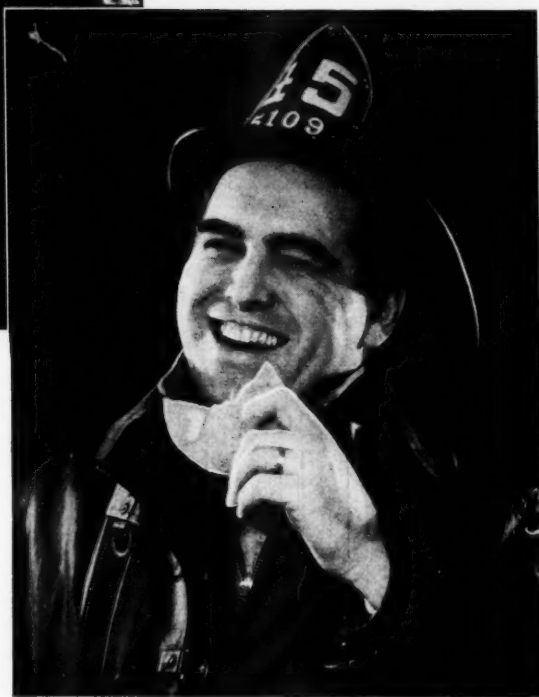
Ans. "Well, to put it simply— I've found that PEL-O-CEL Casings 'breathe'. You see, the smoking process must produce fullness of flavor . . . and the only way we can guarantee flavor is to be sure that the casings we use allow the smoke to penetrate into the meat—and at the same time allow air and water to get out. The tiny pores in the PEL-O-CEL Casing do the trick. They 'take the smoke and color' as fast as 'naturals'. As for handling, uniformity, appearance and economy, we've found PEL-O-CEL superior."



Henry Ederle gives Smoky Jim a hefty slice of PEL-O-CEL cased bologna

*"um-m-m-ab-abb! . . . Smoky Flavor! Swell Stuff, Ederle!"* . . . says Smoky Jim

Ederle, expert witness No. 2—a man who knows his sausage, and Smoky Jim, expert witness No. 3—a man who knows his smoke, do their bit to further the cause of the PEL-O-CEL case. And yet PEL-O-CEL encased flavor does not require the keen taste sense of experts. The average sausage lover will find it to his liking—just as quickly!



## PEL-O-CEL CASINGS



## TO PROTECT DOMESTIC OILS.

The Association of American Producers of Domestic Inedible Fats is moving its office from New York to Washington, effective the first week in January. Directors are to select a secretary-treasurer, who will be in charge, while A. M. Loomis will continue his work as Washington representative. Officers of this association are A. L. Buxton, Covington, Ky., president; R. E. Morse, Boston, vice president; board of directors: R. C. Buck, Chicago; H. C. Burrichter, Philadelphia; W. C. Butler, Chicago; A. L. Buxton, Covington, Ky.; J. W. DeVorss, Boston; Jack Golden, Denver, Colo.; F. H. Hall, Sioux Falls, S. D.; Jacob Herman, Milwaukee, Wis.; B. J. McWatters, Kearny, N. J.; A. M. Hayes, New York; R. E. Morse, Boston; Sam Ray, Kansas City, Kans.; H. R. Sage, Philadelphia; Willibald Schaeffer, St. Louis.

In addition to many activities in connection with the business and transportation interests of the members, the association will be active in support of the internal revenue tax law enacted at the last session of congress placing an excise tax upon cocoanut, palm kernel, sesame and sunflower oils, and an import tax upon whale, fish and marine animal oils, and in opposing reciprocity trade agreements with countries which produce either the above named oils or tallow.

Resolutions adopted by the board of directors read:

"Resolved, that we oppose the ruling of the internal revenue bureau to the effect that fatty acids made outside the United States from cocoanut, palm, or other oils are not subject to the 3c tax, on the ground that it is a direct reversal of the expressed intent of Congress. Also that we offer our support to any action of the agricultural organizations which will prevent this evasion of the tax law."

"Resolved, that we direct our Washington representative to watch all proposed reciprocity trade agreements with countries which produce animal or vegetable oils or oil bearing materials, especially with those countries which produce tallow and to oppose any increases in the imports of these materials."

## COTTONSEED PRICES OVER PAR.

Cottonseed prices on November 15, 1934 were 134 per cent of parity, according to a recent report of the U. S. Department of Agriculture. Parity price is based on the period August, 1909 to July, 1914. Following is the relationship of actual average price to parity price:

Av. Aug., 1909, to July, 1914.....	\$22.01
Av. November price, 1910-1914.....	19.42
Parity price, Nov. 15, 1934.....	27.73
Av. price, Nov. 15, 1934.....	37.08
Per cent of parity, Nov. 15, 1934.....	134

When in need of expert packinghouse workers, watch the classified pages of THE NATIONAL PROVISIONER.

## MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Dec. 19, 1934.

Cottonseed meal was fairly steady in a dull market in which sellers were conspicuous by their absence. December sold at \$35.75 and \$36.00 and March at \$36.50. A fair buying interest at this price for March was in evidence until near close when, on easiness in grains, bids were lowered with this price unobtainable. Holiday dullness continues to prevail in both cash and consumptive channels and no material change is anticipated until after turn of the year. Prices at the close were 75c higher on December and 15c lower to 25c higher on the other months.

Cottonseed was dull and quiet. Prices were merely nominal and at close were unchanged on late months and 50c to \$1.00 lower on other deliveries.

## VEGETABLE OIL MARKETS.

**COCOANUT OIL**—There was little or no feature in this market at New York the past week with demand light and offerings rather limited. Spot oil was quoted at 3% @ 3 1/4c, while refined oil was held at 10 1/4c.

**CORN OIL**—The domestic market was unchanged at New York on a basis of 9 1/2c Chicago, but offerings were a little larger. Offerings of foreign corn oil were light, and mostly quoted at levels that were too high to be attractive to buyers.

**SOYA BEAN OIL**—A more or less nominal situation was reported in this market on a basis of 7 1/2c although some indicated that bids of 7 1/4c might be accepted.

**PALM OIL**—A rather quiet trade was experienced in this quarter but the tone was steady. There were rumors of a sizable trade in African oil but confirmation was lacking. At New York Sumatra was quoted at 3 1/2c and spot Nigre at 3.35 to 3.50c.

**PALM KERNEL OIL**—Reports indicated a fair business passed in shipment oil. The market was steady with both Dutch and English quoted at 3.3c New York.

**OLIVE OIL**—Demand was a little better and the market steadier at New York with spot barrels sold at 7 1/4c while shipment tanks were quoted at 9 1/4c.

**RUBBERSEED OIL**—Market nominal.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—At New York crude peanut oil was quoted at 9 1/4c f.o.b. southern mills, while refined oil was held at 11 1/4 @ 12 1/2c. Foreign peanut oil offerings reported in the market at from 4.9c to 5.1c but this was too high to attract attention owing to the duty.

## HULL OIL MARKETS.

Hull, England, Dec. 19, 1934. — (By Cable.)—Refined cottonseed oil, 22s; Egyptian crude cottonseed oil, 20s.

## COTTON OIL TRADING.

**COTTONSEED OIL**—Demand for store oil was fair and the market was firm with futures. Crude oil was firm at 8% @ 9c across the belt.

Market transactions at New York:

—Range—Closing—  
Sales. High. Low. Bid. Asked.

Friday, December 14, 1934.

Dec. ....	6	972	970	975	a	Bid
Jan. ....	7	990	965	988	a	90tr
Feb. ....				988	a	1002
Mar. ....	21	999	975	999	a	trad
April ....				1000	a	1010
May ....	45	1009	985	1009	a	trad
June ....				1008	a	1018
July ....	1	1001	1001	1016	a	1020

Sales, 80 contracts; crudes 8% c sales, bid.

Saturday, December 15, 1934.

Dec. ....				995	a	Bid
Jan. ....				998	a	1004
Feb. ....				1000	a	1010
Mar. ....	6	1010	1005	1010	a	trad
April ....				1010	a	1020
May ....	23	1019	1013	1018	a	19tr
June ....				1020	a	1030
July ....	4	1031	1027	1031	a	trad

Sales, 33 contracts; crudes 8% @ 9c.

Monday, December 17, 1934.

Dec. ....				990	a	Bid
Jan. ....	6	996	995	995	a	trad
Feb. ....				995	a	1005
Mar. ....	10	1010	996	996	a	997
April ....				996	a	1006
May ....	30	1016	1005	1005	a	06tr
June ....				1006	a	1016
July ....	1	1029	1029	1015	a	1019

Sales, 47 contracts; crudes 8% @ 9c.

Tuesday, December 18, 1934.

Dec. ....				995	a	Bid
Jan. ....	24	1008	993	1008	a	trad
Feb. ....				998	a	1015
Mar. ....	21	1000	996	1002	a	1008
April ....				1005	a	1020
May ....	45	1013	1005	1013	a	12tr
June ....				1012	a	1025
July ....	9	1019	1016	1021	a	1025

Sales, 99 contracts; crudes, 8% @ 9c.

Wednesday, December 19, 1934.

Dec. ....	1	1020	1020	996	a	Bid
Jan. ....				1004	a	1010
Feb. ....				998	a	1008
Mar. ....	18	1006	1000	997	a	1000
April ....				998	a	1010
May ....	12	1016	1005	1006	a	05tr
June ....				1008	a	1020
July ....	7	1025	1021	1016	a	1019

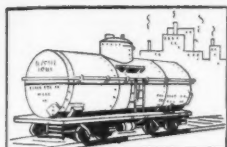
Sales, 38 contracts; crudes, 8% @ 9c.

Thursday, December 20, 1934.

Dec. ....				1248	1245	a	1247
Jan. ....				1249	1245	a	1247
Feb. ....						a	1252
Mar. ....				1259	1255	a	1257
April ....						a	1258
May ....				1262	1258	a	1259
June ....						a	1260
July ....				1262	1259	a	1261
Aug. ....						a	1256
Sept. ....						a	1250
Oct. ....				1248	1244	a	1244

(See page 33 for later markets.)





# Vegetable Oils

## Weekly Market Review



**Market Active — Prices Fluctuating Over Modest Range—Undertone Firm—Cash Trade Seasonally Quieter—Crude Firm—Lard Steady—Oil Sentiment Mixed.**

The cottonoil futures market the past week experienced a good volume of trade but operations were mixed with commission houses and professionals on both sides, and as a result prices fluctuated back and forth over a moderate range. The undertone throughout the week, however, was steady to firm. While liquidation was experienced at times, and professional pressure broadened on some days, influenced by outside developments, there was sufficient new buying in oil on small setbacks to readily take care of the selling.

This was due to the fact that the pressure to a very great extent was of a speculative character, as hedge selling was very light. The situation was one where one speculative long was selling to another in the main. Some of the ring element were still inclined to play for a natural setback, but these operators ran quickly when buying power appeared in volume or when the market showed a disposition to turn upwards.

The action of the market was not a bit surprising, owing to the fact that there was little change in the general situation. If anything, the technical position of the market was stronger, in that another week of consumption had passed with no increase in supplies with the crop rather definitely known, and with consumption on a satisfactory scale compared with the same time last season. With supplies steadily decreasing, the market responded readily, to support of good character.

### Cash Trade Seasonally Quiet.

Some of the local element were inclined to stress the high price as possibly affecting distribution at the moment, while others were fearful of importations. However, while cash de-

mand was quieter, the latter was natural and seasonable, being of a year end character, with consumers inclined to go slow until after the turn of the year.

At the same time, there has been no conclusive evidence that importations have materially curtailed cotton oil consumption. It is more or less true that prices are rather high, but the market is not only discounting the present situation, but that many months hence. At the present time indications are that with a fair average monthly consumption to the end of the season there will

be a carryover of cotton oil only sufficient to take care of the inbetween season's demands.

On the other hand, the decisive vote in favor of the Bankhead cotton control act for 1935, assures another moderate sized cotton crop. In fact, Senator Bankhead is inclined towards another crop of 10,400,000 bales, whereas the agricultural department leans towards 12,000,000 bales. Either figure with the oil stocks of moderate proportions would be constructive even on oil at the present levels.

### Oil Outlook Favorable.

Consequently from a long-pull standpoint, the oil outlook is favorable. This is partly predicated on expectations that the smaller hog numbers in the country must sooner or later be reflected in the supply of lard and some close observers are of the opinion that the winter hog run is pretty nearly over. With a letup in hog receipts, particularly with the light weight hogs arriving, lard stocks would be reduced rapidly, as lard consumption in this country has been well maintained, even though exports have fallen off somewhat.

It is rather difficult to figure any weakness in the edible fat situation from a supply and demand standpoint, except periods of momentary weakness, which usually develop for one reason or another in bull or bear markets.

Crude in the southeast went to 8½c sales followed by business at 8½c, and the market later was quoted at 8½c@ 9c across the belt.

The government placed cottonseed production this year at 4,324,000 tons, against 5,804,000 tons in 1933, and 5,783,000 tons in 1932. The farm value of the cottonseed crop this year was placed at \$154,106,000, against \$78,783,000 in 1933, and \$53,635,000 in the preceding year.

## SOUTHERN MARKETS

### New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., Dec. 20, 1934. — Cotton oil markets, spots and options have been extremely quiet and inactive the past week, especially when compared with recent activity. Mills holding crude tight for 9c lb. which price, together with values ruling for other products, does not show them a profit on present \$50.00 per ton for cottonseed. Hence mills are not anxious sellers; 8½c lb. is generally bid for crude, all directions. Better demand for refined, but bids generally ½c too low considering higher costs of refined oil over crude based on higher price level, which automatically widens difference between crude and refined oil. Consumption continues good with prospects that quantity equivalent to entire production of crude oil for this season will have been consumed by end of February or in seven months of this season.

### Dallas

(Special Wire to The National Provisioner.)

Dallas, Tex., Dec. 20, 1934.—Prime cottonseed oil, 8½c lb.; forty-three per cent meal, \$39.75; hulls, \$15.00.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

**G. H. Hammond Company** Chicago, Illinois

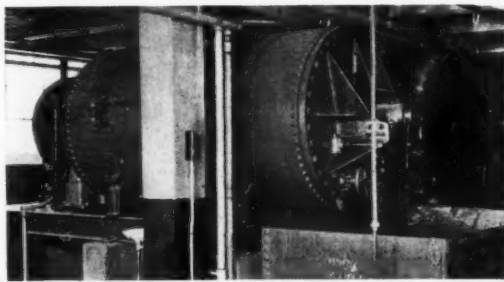
**HAMMOND'S**  
**Mistletoe**  
**MARGARINE**



## Newhof Likes the Velvet Drive Cooker

### Because

Herringbone gear drive \* Melter runs silently \* Self-oiling bearings throughout, including big oil reservoir on main bearings \* A great improvement over usual type of cooker \* Entirely pleased—strongly recommend improved features.



ASK FOR BULLETIN 628

## J. W. HUBBARD CO.

*Manufacturers of complete equipment for packing plants*

718-732 WEST 50th STREET CHICAGO, U. S. A.

**LEWIS NEWHOF & SON**  
WHOLESALE BUTCHERS  
408-412 SOUTH PEARL STREET  
ALBANY, N. Y.

October 1, 1934

J. W. Hubbard Co.,  
718-732 W. 50th St.,  
Chicago, Ill.

Gentlemen:

Answering your letter inquiring as to the operation of the Velvet Drive melter which you shipped us about two years ago.

I am glad to tell you that we are entirely pleased with the melter. We like your herringbone gear drive very much, especially because the melter runs so silently. We also like the idea of the self-oiling bearings throughout, including the big oil reservoir on the main bearings. We consider this construction a great improvement over the usual type of cooker. We are entirely pleased with the melter, and strongly recommend your improved features to anyone interested in cookers.

Yours truly,  
L. NEWHOF & SON  
 *Aaron Newhof*

WHEN YOU THINK OF EQUIPMENT THINK OF HUBBARD

## "HALLOWELL"



Pat. applied for

**Fig. 1234 "Hallowell" Cutting Room Truck**

Can also be used as a General Utility Truck. Any size furnished.

Smooth galvanized surfaces, rounded corners, push handle each end, flanged top. Strictly sanitary.

**Get Bulletin 449**

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# WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS

### Provisions.

Hog products were easier the latter part of week. January liquidation easier. Hogs to \$6.40. Pig survey more bullish than expected, showing a decrease of about 48 per cent on fall pig crop and of about 35 per cent on combined fall and spring pig crop, compared with last year, with prospective decrease of 17 per cent on number of sows to farrow in spring of 1935. Combined spring and fall pig crop estimated 52,923,000 head against 81,757,000 last year.

### Cottonseed Oil.

Cottonoil steady, trade largely switching nearby to later months; tone steady. Crude 8½c lb. bid, 9c lb. sellers.

Quotations on bleachable cottonseed oil at New York Friday noon were: Dec., \$10.10b; Jan., \$10.19@10.25; Feb., \$10.15; Mar., \$10.14; May, \$10.25@10.22 sales; July, \$10.33@10.35.

### Tallow.

Tallow, extra, 5½c, f.o.b.

### Stearine.

Stearine, 9c plants.

### Friday's Lard Markets.

New York, Dec. 21, 1934.—Prices are for export; no tax. Lard, prime western, \$9.45@9.55; middle western, \$9.35@9.45; city, 9c nom.; refined Continent, 9½c; South American, 9½c; Brazil kegs, 10c; compound, 12½c in carlots.

## PORK PRODUCTS EXPORTS.

Exports of pork products from the U. S. week ended Dec. 15, 1934:

### PORK.

	Week ended Dec. 15, 1934, bbls.	Week ended Dec. 16, 1933, bbls.	Nov. 1, 1933, bbls.
Total	130	65	454
United Kingdom	73	50	387
Continent	57	15	67

### BACON AND HAM.

	M lbs.	M lbs.	M lbs.
Total	3,706	2,857	12,910
United Kingdom	3,778	2,570	12,317
Continent	19	285	529
West Indies	2	16	16
Other countries	.....	.....	48

### LARD.

	M lbs.	M lbs.	M lbs.
Total	1,520	8,241	30,173
United Kingdom	798	5,276	27,238
Continent	514	2,809	2,210
St. John and Ctl. America	.....	34	204
West Indies	.....	122	506
B. N. A. Colonies	8	.....	12
Other countries	.....	.....	3

### TOTAL EXPORTS BY PORTS.

	Pork, bbls.	Bacon and Ham, M lbs.	Lard, M lbs.
From New York	130	473	1,157
Philadelphia	.....	.....	79
Norfolk	.....	.....	38
Montreal	.....	1,383	.....
St. John, N. B. West.	.....	232	8
Halifax	.....	.....	.....
Total week	130	3,797	1,321
Previous week	59	2,479	5,197
2 weeks ago	25	1,699	3,965
Cor. week 1933	65	2,857	8,241

SUMMARY OF EXPORTS FROM NOVEMBER 1 TO DECEMBER 15, 1934.

	1934.	1933.	Increase.	Decrease.
Pork, lbs.	91	157	.....	66
Bacon and Ham, lbs.	12,910	13,431	.....	521
Lard, lbs.	30,173	58,748	.....	28,575

## BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, Dec. 21, 1934.

General provision market steady but dull, with a fair demand for hams and very poor demand for lard.

Friday's prices were: Hams, American cut, 85s; hams, long cut, 90s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, exhausted; Wiltshires, unquoted; Cumberlands, exhausted; Canadian Wiltshires, 76s; Canadian Cumberlands, 63s; spot lard, 49s 6d.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Dec. 21, 1934, show exports from that country were as follows: To the United Kingdom, 117,100 quarters; to the Continent, 9,777. Exports the previous week were: To England, 27,354 quarters; to Continent, 17,564 quarters.

## CHICAGO PROVISION STOCKS.

Stocks of meat and lard on hand in Chicago, Dec. 14, 1934:

	Dec. 14, 1934.	Nov. 30, 1934.	Dec. 14, 1933.
P. S. lard, lbs.	62,943,894	59,910,859	76,071,390
Other kinds of lard, lbs.	6,761,005	6,104,733	6,467,661
D. S. cl. bellies, made since Oct. 1, '34, lbs.	4,283,521	3,241,633	9,193,473
D. S. cl. bellies, made previous to Oct. 1, '34, lbs.	48,960	232,676	6,784,826
D. S. rib bellies, made since Oct. 1, '34, lbs.	919,730	973,868	649,204
D. S. rib bellies, made previous to Oct. 1, '34, lbs.	32,000	58,500	101,842
Ex. sh. cl. sides, made since Oct. 1, '34, lbs.	4,100	4,900	.....
Ex. sh. cl. sides, made previous to Oct. 1, '34, lbs.	.....	.....	8,500

## LARD AND GREASE EXPORTS.

Exports of lard from New York City, Dec. 1, 1934 to Dec. 19, 1934, totaled 3,250,668 lbs.; tallow, none; greases, 28,000 lbs.; stearine, 260,800 lbs.

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Dec. 20, 1934:

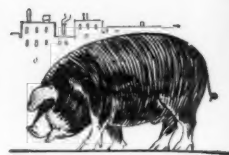
	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
<b>STEERS:</b>				
(1) (300-500 lbs.) choice	\$12.00@13.00	.....	\$12.50@13.50	.....
Good	10.00@12.00	.....	9.50@12.50	.....
Medium	7.00@9.50	.....	8.00@9.50	.....
Common	6.00@7.00	.....	7.00@8.00	.....
<b>STEERS:</b>				
(500-600 lbs.) choice	12.50@13.50	.....	12.50@13.50	13.50@14.50
Good	10.00@12.00	.....	9.50@12.50	11.00@12.50
Medium	7.00@9.50	.....	8.00@9.50	9.00@11.00
Common	6.00@7.00	.....	7.00@8.00	.....
<b>STEERS:</b>				
(600-700 lbs.) choice	12.50@13.50	.....	12.50@13.50	13.50@14.50
Good	10.00@12.00	.....	9.50@12.50	11.00@12.50
Medium	8.00@10.00	9.00@11.00	8.00@9.50	9.00@11.00
<b>STEERS:</b>				
(700 lbs. up) choice	13.00@14.00	13.00@14.00	13.00@14.00	13.50@14.50
Good	10.50@13.00	11.00@12.50	10.00@12.50	11.00@12.50
<b>COW:</b>				
Good	7.00@8.00	7.50@8.50	8.00@8.50	7.50@8.50
Medium	6.00@7.00	7.00@7.50	7.00@8.00	6.50@7.50
Common	5.00@6.00	6.00@7.00	5.50@7.00	5.50@6.50
<b>Fresh Veal and Calf Carcasses:</b>				
<b>VEAL:</b>				
(2) choice	9.00@10.00	10.00@11.00	9.50@11.00	10.00@11.00
Good	8.00@9.00	9.00@10.00	8.00@9.50	9.00@10.00
Medium	7.00@8.00	7.50@9.00	7.00@8.00	8.00@9.00
Common	6.00@7.00	6.50@7.50	6.50@7.00	7.00@8.00
<b>CALF:</b>				
(2) (3) good	7.50@8.50	.....	7.00@8.00	.....
Medium	6.50@7.50	.....	6.50@7.00	.....
Common	5.50@6.50	.....	6.00@6.50	.....
<b>Fresh Lamb and Mutton:</b>				
<b>LAMB:</b>				
(38 lbs. down) choice	13.00@14.00	13.50@14.50	13.00@14.00	13.00@14.00
Good	12.00@13.00	12.50@13.50	12.00@13.00	12.00@13.00
Medium	11.00@12.00	11.50@12.50	11.00@12.00	11.00@12.00
Common	10.00@11.00	11.00@11.50	11.00@11.50	10.00@11.00
<b>LAMB:</b>				
(39-45 lbs.) choice	13.00@14.00	13.50@14.50	12.50@13.50	13.00@14.00
Good	12.00@13.00	12.50@13.50	12.00@12.50	12.00@13.00
Medium	11.00@12.00	11.50@12.50	11.50@12.00	11.00@12.00
Common	10.00@11.00	11.00@11.50	11.00@11.50	10.00@11.00
<b>LAMB:</b>				
(46-55 lbs.) choice	11.50@12.50	12.00@13.00	11.50@12.50	11.00@12.00
Good	11.00@12.00	11.50@12.00	11.00@12.00	10.00@11.00
<b>MUTTON:</b>				
(ewe) (70 lbs. down) good	7.00@8.00	8.00@9.00	8.00@9.00	.....
Medium	6.00@7.00	7.00@8.00	7.00@8.00	.....
Common	5.00@6.00	6.00@7.00	6.00@7.00	.....
<b>Fresh Pork Cuts:</b>				
<b>LOINS:</b>				
8-10 lbs. av.	12.00@13.00	12.50@13.50	12.00@13.50	13.00@14.00
10-12 lbs. av.	12.00@13.00	12.50@13.50	12.00@13.50	13.00@14.00
12-15 lbs. av.	12.00@12.50	12.50@13.50	11.50@13.00	13.00@13.50
16-22 lbs. av.	11.50@12.00	11.50@12.50	11.00@12.00	12.00@13.00
<b>SHOULDERS: N. Y. style: skinned:</b>				
8-12 lbs. av.	9.50@10.50	.....	11.00@12.00	10.50@11.50
<b>PICNICS:</b>				
6-8 lbs. av.	.....	11.00@11.50	.....	.....
<b>BUTTS: Boston Style:</b>				
4-8 lbs. av.	11.00@12.00	.....	12.50@13.50	13.50@14.00





# Live Stock Markets

## Weekly Review



### CHICAGO

Reported by U. S. Bureau of Agricultural Economics.

Chicago, Dec. 20, 1934.

**CATTLE**—Compared last Friday: Sharp decrease in receipts stimulated general market and practically all classes closed fully steady to unevenly higher; all grades weighty steers and lower grade light steers and yearlings fully 25c higher, instances 50c up on inbetween and lower grade heavies. Market turned top-heavy on strictly good and choice light and long yearlings late in week, these losing part of early advance, but still closing strong to 25c over week ago. Extreme top weighty steers, \$10.25; 980-lb. yearlings, \$10.00; liberal supply light steers and yearlings, \$8.75@9.50, several loads making \$9.75. Not much change in heifers. All cows 25@50c, mostly 50c higher. Bulls, 10@25c higher, and vealers, 25c higher.

**HOGS**—Compared last Friday: Generally 40@50c higher on most classes. Receipts at seven markets about 30 per cent short of last week, sharply below year earlier. Week's top, \$6.55, paid early Thursday, highest since October 1. Bulk weights above 240 lbs., \$6.30 and \$6.35; 200 to 240 lbs., \$5.90 @6.30; 180 to 200 lbs., \$5.60@5.90; 150 to 180 lbs., \$5.00@5.60; 100 to 140 lbs., \$3.00@4.75; good packing sows mainly \$6.00@6.10.

**SHEEP**—Compared last Friday: Better grade slaughter lambs 75@90c higher, others 25@50c up. Sheep fully 25c up. Week's top slaughter lambs, \$8.00, highest since middle July. Week's bulk, \$7.25@7.90, but load lots of medium to good quality at \$6.75@7.25 until the close; slaughter ewes, \$2.50@3.50 late.

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### OMAHA

Reported by U. S. Bureau of Agricultural Economics.

Omaha, Neb., Dec. 20, 1934.

**CATTLE**—Steadily advancing prices on series of active markets carried prices on slaughter steers and yearlings sharply higher, medium to good grades gaining 50@75c with strictly good to choice long feds 25@50c up. Bulls strong to 10@15c higher and vealers strong to 50c higher. Numerous loads, choice, long fed steers and yearlings sold at \$8.75@9.35. Few loads medium weights earned \$9.40@9.60. Small lots choice 900- to 1,000-lb. heifers sold at \$7.50@8.00.

**HOGS**—Compared last Friday, mostly 25@50c higher. Practical top late Thursday \$6.15, with following bulks: Good to choice 210-lb. up, \$6.00@6.15; 180 to 210 lbs., \$5.50@6.00; 160 to 180 lbs., \$5.00@5.50; 140 to 160 lbs., \$4.00 @5.00; slaughter pigs, \$2.25@3.50.

**SHEEP**—With receipts volume about lightest for season and presence of shipping inquiry, these factors resulted in sharp upturn on slaughter lambs which formed bulk of week's supply. Compared last Friday, lambs are 65@90c higher; yearlings and aged sheep strong. Thursday's bulk good and choice fed woolled lambs, \$7.50@7.75, top, \$7.75; good and choice fed clipped lambs quoted \$6.85@7.25; good and choice yearlings, \$5.25@6.25; good and choice ewes, \$2.25@3.00.

### KANSAS CITY

Reported by U. S. Bureau of Agricultural Economics.

Kansas City, Kans., Dec. 20, 1934.

**CATTLE**—Limited supplies of killing classes coupled with improved shipping undertone in trade and values advanced mostly 50@75c over last Friday with spots as much as \$1.00 higher on in-between grades of fed steers and year-

lings. Well finished 98-lb. yearlings scored \$9.50 for top while choice 1,177-lb. weights went at \$9.00. Heavy steers brought \$8.50 and bulk of fed offerings cleared from \$6.00@8.50. Choice mixed yearlings ranged up to \$8.00. Slaughter she stock shared most of week's advance. Bulls selling at fully 25c higher rates. Trade in vealers fairly active at 50c@1.00 higher prices, late top reaching \$6.50.

**HOGS**—Considerable strength developed in hog market during week, offerings scaling 200 lbs. and up 35@50c higher while lighter weights advanced 25@35c over late last week. Late top reached \$6.50 on choice 215 lbs. up, the highest since late in September. Most of good to choice 210-lb. and up sold from \$6.25@6.45 while 170- to 200-lb. averages ranged from \$5.65@6.25. Better grades of 140- to 160-lb. offerings taken at \$4.50@5.50 while fat pigs scaling 100 to 130 lbs. brought \$2.50 @4.00.

**SHEEP**—Receipts of sheep and lambs were lightest for similar period in months. This no doubt responsible for consistent advance in prices which left closing values 75@85c higher on lambs as compared with week ago. Choice natives and fed lambs scored \$7.70 on final session and best clipper went \$7.25, new high levels for the year.

### ST. LOUIS

Reported by U. S. Bureau of Agricultural Economics.

East St. Louis, Ill., Dec. 30, 1934.

**CATTLE**—Compared with last week's close: Steers and cowstuff advanced mostly 50c, spots up more. Mixed yearlings and heifers 25@50c higher, with lower priced kinds up least. Bulls and vealers 25c higher. Top 1,165-lb. steers brought \$9.35 and 1,055-lb. yearlings, \$9.25, with bulk of steers \$5.00@8.00. Most good and choice mixed

## HOGS—SHEEP—CALVES—CATTLE

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yearlings and heifers cleared at \$6.00@7.00 with top heifers, \$7.75. Medium fleshed mixed yearlings and heifers sold at \$4.50@5.50. Top beef cows brought \$4.50, with most of this class \$2.50@3.50 and cutters and low cutters \$1.50@2.25. Sausage bulls closed period at top of \$3.25, with late top on vealers \$6.50, high point of week in both instances.

**HOGS**—Swine values advanced to highest point in nearly three months, top reaching \$6.50. Reacted to finish 10c to 25c higher than last Friday. Bulk of hogs wound up at \$5.85@6.35; packing sows, \$5.50@5.60.

**SHEEP**—Fat lambs advanced 50@65c during the week; sheep, 15@25c. Bulk of lambs finished at \$7.50@7.75, top, \$8.00; latter price highest since July 10. Heavy lambs cashed at \$6.50@7.00. Throwouts, \$4.00@5.50 and fat ewes, \$2.50@3.00.

## ST. PAUL

By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.

So. St. Paul, Minn., Dec. 19, 1934.

**CATTLE**—Cattle receipts fell off somewhat and good to choice fed steers and yearlings sold strong to 25c higher; plainer grades steady to strong. A few good to choice grain-fed steers and yearlings sold at \$6.50@8.50; in-between and plainer grades, \$3.00@5.75; slaughter heifers mostly \$2.00@4.00; short feds to \$5.50; cutter cows, \$1.25@2.00; beef cows, \$2.15@3.00, a few \$3.75; better sausage bulls, \$2.75@3.10; good to choice vealers, \$4.00@5.00.

**HOGS**—Hogs weighing above 170 lbs. were 10@15c higher; lighter weights, 25@50c higher; sows steady to strong. Better 220 to 325 lbs. brought \$5.80@6.05; 180 to 210 lbs., \$5.35@5.75; 160 to 170 lbs., \$4.90@5.25; 140 to 150 lbs., \$4.25@4.75; 120 to 130 lbs., \$3.00@3.75; bulk good sows, \$5.45@5.55.

**SHEEP**—Keen competition resulted in an active market for lambs today at prices 25@50c higher, better grades selling at \$7.25 to mostly \$7.50; some to shippers, \$7.50@7.60. Common and medium grades brought \$4.75@5.75. Slaughter ewes sold at \$1.75@3.00.

## SIOUX CITY

Reported by U. S. Bureau of Agricultural Economics.

Sioux City, Ia., Dec. 20, 1934.

**CATTLE**—Slaughter steer, yearling and she stock values advanced 25@50c under light supplies. Numerous loads of choice long yearlings and medium weight beefs turned at \$8.25@9.10. Beef cows bulked at \$2.50@3.25 and most low cutters and cutters sold at \$1.50@2.25. Medium bulls ruled strong to 15c higher, with \$3.00 top. Vealers finished strong to 50c higher and practical top stood at \$5.50.

**HOGS**—Decreased receipts here and elsewhere proved bullish factor and hog prices showed substantial advances. Check to reaction was noted on closing

session; 25@35c advances scored on all slaughter classes compared last Friday. Late top held at \$6.25. Bulk of 200- to 300-lb. butchers cleared at \$5.85@6.15. Good 170- to 200-lb. lights released at \$5.00@5.85; most 150- to 170-lb. averages cashed at \$4.25@5.00. Light lights 130 to 150 lbs. made \$3.25@4.25; slaughter pigs, \$1.25@3.25.

**SHEEP**—Despite weakness in eastern dressed trade, live weight lambs showed advances of 75c@1.00 compared last Friday. Week's top reached \$7.75 with late bulk better natives and fed westerns at \$7.50@7.75. Fed yearling values closed 35@50c up; most sales, \$6.35@6.50. Fat ewes remained little changed, bulk \$2.00@2.75; few, \$3.00.

## RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Dec. 15, 1934:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Dec. 15.....	232,000	695,000	228,000
Previous week .....	244,000	708,000	250,000
1933 .....	188,000	552,000	276,000
1932 .....	162,000	549,000	280,000
1931 .....	193,000	798,000	346,000
1930 .....	244,000	669,000	460,000

Hogs at 11 markets:

Week ended Dec. 15.....	Cattle.	Hogs.	Sheep.
Week ended Dec. 15.....	177,000	536,000	160,000
Previous week .....	187,000	588,000	192,000
1933 .....	155,000	500,000	233,000
1932 .....	126,000	403,000	195,000
1931 .....	147,000	629,000	275,000
1930 .....	181,000	512,000	274,000
1929 .....	168,000	617,000	237,000

At 7 markets:

Week ended Dec. 15.....	Cattle.	Hogs.	Sheep.
Week ended Dec. 15.....	177,000	536,000	160,000
Previous week .....	187,000	588,000	192,000
1933 .....	155,000	500,000	233,000
1932 .....	126,000	403,000	195,000
1931 .....	147,000	629,000	275,000
1930 .....	181,000	512,000	274,000
1929 .....	168,000	617,000	237,000

## LIVESTOCK AT 62 MARKETS.

Receipts and disposition of livestock at 62 leading markets in Nov., 1934:

	Receipts.	Local slaughter.	Total ship-ments.
<b>*CATTLE.</b>			
Total .....	1,598,081	966,185	648,476
Nov. av. 5 years.....	1,227,546	591,149	643,020

<b>CALVES.</b>			
Total .....	564,420	389,949	186,133
Nov. av. 5 years.....	521,734	314,077	208,237

<b>HOGS.</b>			
Total .....	3,217,586	2,328,287	881,321
Nov. av. 5 years.....	3,421,263	2,254,353	1,162,130

<b>SHEEP.</b>			
Total .....	1,833,171	1,017,184	818,659
Nov. av. 5 years.....	2,370,567	1,105,889	1,287,370

\*Figures include government purchases.

Watch "Wanted Page" for bargains.

## CORN BELT DIRECT TRADING.

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Ia., Dec. 20, 1934.

Hog prices at 22 concentration points and 7 packing plants in Iowa and Minnesota turned sharply upward on direct trade this week under lighter receipts. Compared last week's close, weights over 200 lbs. generally 40@50c higher; lighter weights, 50@60c up; packing sows, 30@40c higher. Quality showed improvement over condition of hogs on early days last week. Late sales good to choice 220 lbs. up, \$5.90@6.20, bulk plant deliveries, \$6@6.20; numerous long hauled deliveries, \$6.25 or above; 200 to 220 lbs., \$5.70@6.00; 180 to 200 lbs., \$5.15@5.70; 160 to 180 lbs., \$4.30@5.30; light lights, \$3.35@4.50; sows mostly \$5.40@5.80, few \$5.90.

Receipts unloaded daily for the week ended Dec. 20, 1934, were as follows:

	This week.	Last week.
Fri., Dec. 14.....	48,000	36,100
Sat., Dec. 15.....	31,400	33,900
Mon., Dec. 17.....	47,200	69,400
Tues., Dec. 18.....	20,800	27,900
Wed., Dec. 19.....	33,300	31,600
Thurs., Dec. 20.....	29,000	39,800

## CANADIAN LIVESTOCK PRICES.

Leading Canadian centers, top livestock price summary, week Dec. 12:

### BUTCHER STEERS.

Up to 1,050 lbs.

	Week ended Dec. 12.	Prev. week.	Same week, 1933.
Toronto .....	\$ 5.50	\$ 5.50	\$ 5.50
Montreal .....	5.75	5.25	4.75
Winnipeg .....	4.50	4.50	4.00
Calgary .....	4.50	4.00	4.00
Edmonton .....	4.00	4.00	4.25
Prince Albert .....	2.00	2.50	2.75
Moose Jaw .....	3.00	2.50	3.50
Saskatoon .....	3.35	2.75	....

### VEAL CALVES.

Toronto .....	\$ 7.00	\$ 7.50	\$ 7.50
Montreal .....	7.50	7.50	7.00
Winnipeg .....	6.00	5.50	6.50
Calgary .....	3.50	3.00	4.00
Edmonton .....	4.00	3.50	4.00
Prince Albert .....	2.25	2.25	....
Moose Jaw .....	3.50	3.50	4.50
Saskatoon .....	4.00	3.75	5.00

### SELECT BACON HOGS.

Toronto .....	\$ 8.70	\$ 8.50	\$ 7.00
Montreal .....	8.50	8.40	7.00
Winnipeg .....	7.50	7.25	6.35
Calgary .....	7.20	7.45	6.25
Edmonton .....	7.40	7.00	6.35
Prince Albert .....	7.10	6.85	6.05
Moose Jaw .....	7.25	7.00	6.10
Saskatoon .....	7.10	6.85	6.05

### GOOD LAMBS.

Toronto .....	\$ 9.50	\$ 7.25	\$ 8.50
Montreal .....	7.00	7.00	7.00
Winnipeg .....	6.50	6.00	6.25
Calgary .....	5.25	5.00	5.50
Edmonton .....	5.50	5.00	6.00
Prince Albert .....	4.00	4.50	3.75
Moose Jaw .....	5.25	5.00	5.00
Saskatoon .....	5.35	4.75	5.25

**INTELLIGENT**

The Nation's Oldest and Largest



**COOPERATION**

Livestock Buying Organization

**KENNETT-MURRAY**  
LIVESTOCK BUYING ORGANIZATION  
Detroit, Mich. Cincinnati, Ohio Dayton, Ohio Omaha, Neb.  
Indianapolis, Ind. La Fayette, Ind. Louisville, Ky.  
Nashville, Tenn. Sioux City, Iowa Montgomery, Ala.



## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, Dec. 17, 1934, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.			
Cattle.	Hogs.	Sheep.	
Armour and Co.....	8,321	11,531	9,751
Swift & Co.....	7,451	7,251	14,203
Morris & Co.....	1,940	.....	7,043
Wilson & Co.....	5,735	12,755	7,024
Anglo-Amer. Prov. Co.....	751	5,618	.....
G. H. Hammond Co.....	2,472	.....	.....
Shippers.....	16,909	13,049	14,158
Others.....	12,860	48,304	6,856
Brennan Packing Co., 6,833 hogs; Hygrade Food Products Corp., 2,742 hogs; Agar Pkg. Co., 7,817 hogs.			

Total: 56,439 cattle; 10,167 calves; 115,000 hogs; 59,035 sheep.

Not including 2,274 cattle, 2,676 calves, 91,543 hogs, and 8,889 sheep bought direct.

KANSAS CITY.			
Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.....	3,839	866	5,392
Cudahy Pkg. Co.....	4,817	1,707	2,466
Morris & Co.....	2,147	1,020	2,072
Swift & Co.....	2,822	1,323	8,005
Wilson & Co.....	2,138	1,727	2,790
Independent Pkg. Co.....	.....	228	.....
Shippers.....	2,085	148	823
Others.....	4,165	190	5,608

Total: 22,013 cattle; 6,981 calves; 25,312 hogs; 11,584 sheep.

OMAHA.			
Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.....	6,150	16,680	2,673
Cudahy Pkg. Co.....	5,740	11,260	2,640
Morris & Co.....	1,395	7,242	880
Swift & Co.....	2,743	146	880
Wilson & Co.....	6,534	7,915	3,340
Others.....	.....	31,888	.....
Eagle Pkg. Co., 15 cattle; Geo. Hoffman Pkg. Co., 29 cattle; Grt. Omaha Pkg. Co., 59 cattle; Omaha Pkg. Co., 85 cattle; J. Roth & Sons, 59 cattle; So. Omaha Pkg. Co., 65 cattle; Lincoln Pkg. Co., 246 cattle; Sinclair Pkg. Co., 59 cattle; Wilson & Co., 278 cattle.			

Total: 20,705 cattle and calves; 75,137 hogs; 9,542 sheep.

EAST ST. LOUIS.			
Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.....	2,171	1,400	5,279
Swift & Co.....	3,715	2,698	5,179
Morris & Co.....	1,755	1,194	1,556
Hunter Pkg. Co.....	1,942	85	3,691
Hell Pkg. Co.....	.....	2,162	.....
Krey Pkg. Co.....	.....	4,543	.....
Laclede Pkg. Co.....	208	.....	799
Shippers.....	4,746	4,320	32,202
Others.....	2,698	282	29,066

Total: 17,235 cattle; 9,988 calves; 84,477 hogs; 12,891 sheep.

Not including 3,507 cattle, 3,247 calves, 50,477 hogs and 2,512 sheep bought direct.

ST. JOSEPH.			
Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.....	3,522	1,377	17,349
Armour and Co.....	4,036	1,397	15,439
Others.....	1,749	114	4,280

Total: 9,307 cattle; 3,068 calves; 37,074 hogs; 9,005 sheep.

SIOUX CITY.			
Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.....	3,497	635	14,197
Armour and Co.....	5,073	394	12,816
Swift & Co.....	2,933	434	7,463
Shippers.....	1,364	.....	13,095
Others.....	274	15	50

Total: 11,501 cattle; 1,590 calves; 48,230 hogs; 18,513 sheep.

OKLAHOMA CITY.			
Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.....	2,095	613	1,824
Wilson & Co.....	3,238	1,497	1,806
Others.....	246	31	508

Total: 5,579 cattle; 2,141 calves; 4,138 hogs; 1,594 sheep.

Not including 59 cattle and 2,642 hogs bought direct.

ST. PAUL.			
Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.....	4,412	4,863	16,585
Cudahy Pkg. Co.....	1,121	1,542	.....
Swift & Co.....	6,130	2,218	25,155
Unltd Pkg. Co.....	2,448	211	.....
Others.....	1,882	83	9,584

Total: 15,993 cattle; 13,017 calves; 51,324 hogs; 13,443 sheep.

MILWAUKEE.			
Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co., 3,659	6,637	22,925	2,393
U. D. B. Co., N. Y.	18	.....	.....
Omaha Pkg. Co., Chi.	797	.....	.....
The Layton	.....	35	.....
R. Gunz & Co.	89	.....	23
Armour and Co., Mil.	1,555	3,347	.....
Armour and Co., Chi.	122	.....	.....
N. Y. B. D. M. Co., N. Y.	20	.....	.....
Shippers	203	439	205
Others	891	48	207

Total: 7,345 cattle; 10,468 calves; 24,020 hogs; 2,828 sheep.

## DENVER.

Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.....	842	399	3,287
Swift & Co.....	3,437	737	4,593
Others.....	1,680	380	2,570

Total: 5,959 cattle; 1,522 calves; 10,453 hogs; 10,450 sheep.

## WICHITA.

Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.....	1,139	673	2,183
Dold Pkg. Co.....	510	175	1,523
Wichita D. B. Co.....	18	.....	.....
Dunn-Ostertag.....	116	.....	.....
Fred W. Dold.....	110	.....	296
Shufelower Pkg. Co.....	57	.....	45

Total: 1,950 cattle; 848 calves; 4,027 hogs; 1,181 sheep.

Not including 1,690 hogs bought direct.

## INDIANAPOLIS.

Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.....	2,048	905	27,182
Armour and Co.....	826	142	4,880
Brown Bros.....	142	20	135
Stumpf Bros.....	.....	130	.....
Hilgemeier Bros.....	10	.....	1,005
Meier Pkg. Co.....	88	4	219
Indiana Prov. Co.....	100	17	227
Schussler Pkg. Co.....	36	.....	326
Art Wabnitz.....	16	75	.....
Maass-Hartman Co.....	49	9	.....
Shippers.....	3,150	2,111	27,493
Others.....	408	64	341

Total: 6,933 cattle; 3,347 calves; 61,918 hogs; 9,180 sheep.

## CINCINNATI.

Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Son.....	.....	.....	430
Ideal Pkg. Co.....	15	.....	465
E. Kahn's Sons Co.....	1,441	212	8,721
Kroger G. & B. Co.....	.....	.....	244
J. Lohrey Pkg. Co.....	2	.....	5,388
H. H. Meyer Pkg. Co.....	37	11	853
Sander Pkg. Co.....	2	.....	.....
J. Schlachter's Sons.....	2003	125	71
J. & F. Schroth Pkg.....	15	.....	3,204
John F. Stegner Co.....	453	299	80
Shippers.....	415	273	3,678
Others.....	1,781	543	331

Total: 4,364 cattle; 1,463 calves; 22,944 hogs; 2,273 sheep.

Not including 1,050 cattle, 160 calves, 38 hogs and 481 sheep bought direct.

## RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended Dec. 15, 1934, with comparisons:

CATTLE.			
Week ended.	Prev. week.	Cor. week.	
Dec. 15.	Dec. 15.	1933.	
Chicago.....	56,439	57,304	47,063
Kansas City.....	22,013	19,981	18,933
Omaha.....	20,705	25,842	19,037
East St. Louis.....	17,235	18,553	15,075
St. Joseph.....	9,307	10,702	6,856
Sioux City.....	11,501	12,829	12,534
Oklahoma City.....	5,579	7,470	3,358
Wichita.....	1,950	2,136	1,688
Denver.....	5,963	3,580	3,276
St. Paul.....	15,993	15,757	9,454
Milwaukee.....	7,345	7,930	4,133
Indianapolis.....	6,933	7,011	4,524
Cincinnati.....	4,364	5,118	3,686

Total: 185,332 cattle; 195,404 calves; 150,942 hogs; 117,128 sheep.

HOGS.			
Week ended.	Prev. week.	Cor. week.	
Dec. 15.	Dec. 15.	1933.	
Chicago.....	115,900	109,828	117,128
Kansas City.....	25,312	35,325	27,587
Omaha.....	75,137	86,409	45,796
East St. Louis.....	84,477	99,508	50,440
St. Louis.....	.....	3,460	4,597
St. Joseph.....	37,074	59,513	33,910
Sioux City.....	48,230	58,818	50,728
Oklahoma City.....	4,138	4,180	4,696
Wichita.....	4,027	5,700	3,419
Denver.....	10,453	9,792	6,286
St. Paul.....	51,324	56,701	64,405
Milwaukee.....	24,020	20,561	20,743
Indianapolis.....	61,918	58,081	66,723
Cincinnati.....	22,944	23,490	28,949

Total: 564,954 hogs; 631,426 calves; 525,407 hogs; 245,208 sheep.

SHEEP.			
Week ended.	Prev. week.	Cor. week.	
Dec. 15.	Dec. 15.	1933.	
Chicago.....	59,035	65,214	79,826
Kansas City.....	11,594	14,261	22,354
Omaha.....	9,542	19,918	23,016
East St. Louis.....	12,891	13,390	8,971
St. Louis.....	.....	1,116	977
St. Joseph.....	9,905	11,382	24,184
Sioux City.....	18,513	21,215	16,108
Oklahoma City.....	1,694	2,046	1,391
Wichita.....	1,181	1,360	1,010
Denver.....	11,520	15,267	42,172
St. Paul.....	13,443	18,467	14,778
Milwaukee.....	2,828	3,550	1,653
Indianapolis.....	9,180	10,899	7,208
Cincinnati.....	2,273	2,606	1,560

Total: 163,469 sheep; 200,700 calves; 245,208 hogs; 245,208 sheep.

Watch "Wanted Page" for bargains.

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.			
Cattle.	Calves.	Hogs.	Sheep.
Mon., Dec. 10.....	22,059	3,863	48,580
Tues., Dec. 11.....	9,856	2,776	38,137
Wed., Dec. 12.....	13,832	2,464	30,718
Thurs., Dec. 13.....	8,057	2,350	40,324
Fri., Dec. 14.....	3,599	921	11,440
Sat., Dec. 15.....	500	500	10,000

SHIPMENTS.			
Cattle.	Calves.	Hogs.	Sheep.
Mon., Dec. 10.....	4,814	415	3,517
Tues., Dec. 11.....	3,158	364	3,158
Wed., Dec. 12.....	3,941	445	9,775
Thurs., Dec. 13.....	2,064	594	2,752
Fri., Dec. 14.....	1,646	143	2,849
Sat., Dec. 15.....	200	100	500

Total this week: 37,903 cattle; 12,874 calves; 205,208 hogs; 62,708 sheep.  
Previous week: 56,028 cattle; 12,438 calves; 196,211 hogs; 71,467 sheep.  
Year ago: 41,757 cattle; 12,438 calves; 196,211 hogs; 71,467 sheep.  
Two years ago: 41,944 cattle; 6,902 calves; 141,919 hogs; 70,404 sheep.

Total receipts for month and year to Dec. 15, with comparisons:			
December—	1933.	1934.	1933.
Cattle.....	114,193	89,403	2,639,302
Calves.....	25,760	20,867	717,931
Hogs.....	407,012	368,392	6,247,915
Sheep.....	135,927	179,712	2,874,098

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

Cattle.	Hogs.	Sheep.	Lambs.
Week ended Dec. 15.....	\$ 7.20	\$ 5.65	\$ 2.50
Previous week.....	7.15	5.75	2.35
1933.....	5.15	3.25	2.75
1932.....	5.25	3.05	1.85
1931.....	6.05	4.10	2.25
1930.....	10.60	7.95	2.85
1929.....	12.30	9.30	4.85

Av. 1929-1933: \$ 8.00 cattle; \$ 5.55 hogs; \$ 2.90 sheep; \$ 7.55 lambs.

## SUPPLIES FOR CHICAGO PACKERS.

Cattle.	Hogs.	Sheep.
Week ended Dec. 15.....	42,338	193,044
Previous week.....	37,146	168,993
1933.....	34,000	187,300
1932.....	26,383	120,447
1931.....	27,082	205,637
1930.....	24,422	155,818
1929.....	31,207	191,265

## HOG RECEIPTS, WEIGHTS AND PRICES.

Receipts, average weights and top and average prices of hogs with comparisons:

	No.	Avg.	Prices—	
	Rec'd.	Wgt.	Top.	Avg.
Week ended Dec. 15.	205,200	211	\$ 6.35	\$ 5.65
Previous week.....	196,211	216	6.30	5.75
1933.....	195,535	228	3.45	3.25
1932.....	141,919	229	3.35	3.05
1931.....	246,585	224	4.25	4.10
1930.....	197,875	227	8.45	7.95
1929.....	224,712	227	9.60	9.30
Avg. 1929-1932.....	201,290	227	\$ 5.80	\$ 5.35



# RECEIPTS AT CENTERS

SATURDAY, DECEMBER 15, 1934.

	Cattle.	Hogs.	Sheep.
Chicago	500	16,000	3,000
Kansas City	700	600	500
Omaha	100	1,800	1,000
St. Louis	150	3,500	50
St. Joseph	200	1,500	1,000
Sioux City	200	1,200	1,600
St. Paul	900	1,500	1,200
Fort Worth	1,100	300	700
Denver	100	400	300
Louisville	100	400	300
Wichita	200	400	300
Indianapolis	100	2,000	100
Pittsburgh	100	600	500
Cincinnati	100	1,500	300
Buffalo	100	300	200
Nashville	200	300	100
Oklahoma City	200	300	100

MONDAY, DECEMBER 17, 1934.

Chicago	18,200	31,000	17,000
Kansas City	11,500	4,000	2,500
Omaha	6,100	10,000	3,500
St. Louis	4,000	12,500	2,500
St. Joseph	1,100	2,500	1,000
Sioux City	3,000	6,000	6,000
St. Paul	4,100	8,000	5,500
Fort Worth	3,400	800	500
Milwaukee	1,000	2,200	200
Denver	2,300	2,800	2,600
Louisville	200	300	500
Wichita	500	800	400
Indianapolis	600	7,000	1,500
Pittsburgh	1,800	3,000	1,800
Cincinnati	1,800	7,200	3,200
Buffalo	1,300	1,400	3,000
Cleveland	200	500	300
Nashville	200	300	100
Oklahoma City	1,400	900	400

TUESDAY, DECEMBER 18, 1934.

Chicago	9,100	41,000	11,000
Kansas City	5,500	3,000	2,500
Omaha	5,300	10,500	2,000
St. Louis	3,000	12,500	1,800
St. Joseph	1,300	3,500	900
Sioux City	3,000	9,500	5,000
St. Paul	2,800	8,000	2,800
Fort Worth	2,000	400	300
Milwaukee	1,000	2,800	300
Denver	300	1,000	1,400
Louisville	400	400	400
Wichita	800	400	500
Indianapolis	1,200	900	600
Pittsburgh	500	5,000	500
Cincinnati	200	1,200	200
Buffalo	200	500	1,500
Cleveland	500	300	400
Nashville	1,200	1,000	300
Oklahoma City	1,200	1,000	300

WEDNESDAY, DECEMBER 19, 1934.

Chicago	9,100	29,000	8,000
Kansas City	5,000	2,000	1,500
Omaha	11,500	4,000	4,000
St. Louis	1,800	9,500	800
St. Joseph	2,400	3,500	2,700
Sioux City	2,000	10,000	5,000
St. Paul	2,900	8,500	3,000
Fort Worth	1,800	400	300
Milwaukee	1,300	3,800	300
Denver	300	1,000	1,900
Louisville	300	500	200
Wichita	800	500	500
Indianapolis	900	8,000	1,000
Pittsburgh	1,200	3,300	500
Cincinnati	200	1,800	600
Buffalo	200	300	2,000
Cleveland	200	500	400
Nashville	600	400	300
Oklahoma City	600	400	300

THURSDAY, DECEMBER 19, 1934.

Chicago	6,100	26,000	12,000
Kansas City	4,500	1,500	1,200
Omaha	4,500	11,500	5,000
St. Louis	1,500	8,000	800
St. Joseph	1,900	5,000	2,000
Sioux City	2,000	7,500	4,000
St. Paul	2,500	6,500	2,000
Fort Worth	1,600	400	300
Milwaukee	1,000	2,500	300
Denver	200	1,200	600
Louisville	300	500	500
Wichita	900	500	500
Indianapolis	500	5,000	2,100
Pittsburgh	400	1,000	300
Cincinnati	900	3,100	300
Buffalo	400	700	200
Cleveland	300	500	1,000
Nashville	400	300	300
Oklahoma City	800	300	200

FRIDAY, DECEMBER 21, 1934.

Chicago	2,000	22,000	12,000
Kansas City	800	1,500	1,000
Omaha	1,500	6,000	3,500
St. Louis	1,500	1,000	1,500
St. Joseph	900	3,000	1,000
Sioux City	1,000	5,500	4,500
St. Paul	2,300	7,000	2,500
Fort Worth	600	900	600
Denver	150	3,000	850
Wichita	200	1,000	1,000
Indianapolis	400	5	1,000
Pittsburgh	25	1,500	250
Cincinnati	825	2,300	350
Buffalo	100	1,800	700
Oklahoma City	900	1,300	200

# LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets, Thursday, Dec. 20, 1934:

Hogs (Soft or oily hogs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. lt. (140-160 lbs.) gd.-ch.	\$4.35@5.35	\$4.25@5.50	\$4.00@5.00	\$4.50@5.50	\$4.25@5.50
Lt. wt. (160-180 lbs.) gd.-ch.	5.00@5.85	5.25@5.85	4.50@5.75	5.00@5.85	5.25@5.90
(180-200 lbs.) gd.-ch.	5.50@6.00	5.70@6.15	5.25@6.00	5.75@6.25	5.75@6.15
Med. wt. (200-220 lbs.) gd.-ch.	5.90@6.30	5.85@6.30	5.75@6.15	6.10@6.50	6.00@6.25
(220-250 lbs.) gd.-ch.	6.20@6.40	6.20@6.35	6.00@6.15	6.15@6.50	6.10@6.25
Hvy. wt. (250-290 lbs.) gd.-ch.	6.30@6.40	6.25@6.35	6.05@6.15	6.15@6.50	6.15@6.25
(290-350 lbs.) gd.-ch.	6.30@6.40	6.25@6.35	6.05@6.15	6.15@6.40	6.10@6.25

## PACKING SOWS:

(275-350 lbs.) good	6.00@6.15	5.80@5.75	5.90@6.00	6.00@6.15	5.75@5.85
(350-425 lbs.) good	6.00@6.10	5.50@5.65	5.80@6.00	5.90@6.05	5.65@5.85
(425-550 lbs.) good	5.90@6.10	5.40@5.55	5.80@5.90	5.75@6.00	5.50@5.75
(275-550 lbs.) medium	5.25@6.00	5.75@5.60	4.35@5.90	5.00@6.00	4.50@5.75

## SLAUGHTER PIGS:

(100-130 lbs.) gd.-ch.	3.00@4.35	2.25@4.00	2.25@3.75	2.25@4.25	3.00@4.25
Av. cost & wt. Wd. (pigs ex.)	5.95-219 lbs.	6.01-214 lbs.	5.46-195 lbs.	5.50-212 lbs.	.....

Slaughter Cattle, Calves and Vealers:

## STEERS:

(550-900 lbs.) choice	8.00@9.25	7.50@9.00	7.00@9.00	7.00@9.00	6.75@8.75
Good	8.50@8.75	6.25@8.50	6.00@8.50	5.85@8.50	5.75@8.25
Medium	4.75@6.75	4.25@6.50	4.50@6.50	4.25@6.40	4.00@6.25
Common	2.50@4.75	3.25@4.25	3.00@4.50	3.00@4.50	2.40@4.35

## HEIFERS:

(900-1100 lbs.) choice	8.75@10.00	8.50@9.50	8.50@9.50	8.50@9.50	8.25@9.25
Good	6.75@9.50	6.50@8.75	6.50@8.75	6.40@8.65	6.25@8.50
Medium	4.75@6.75	4.25@6.50	4.50@6.50	4.50@6.50	4.35@6.40
Common	3.25@5.00	3.25@4.50	3.00@4.75	3.00@4.75	2.50@4.50

## COWS:

(1100-1300 lbs.) choice	9.50@10.25	8.75@9.50	8.75@9.75	8.65@9.50	8.50@9.50
Good	8.75@9.75	8.75@9.75	6.50@8.75	6.85@8.65	6.40@8.65
Medium	5.00@6.75	4.50@6.75	4.75@7.00	4.75@6.90	4.50@6.40

## CALVES:

(1300-1500 lbs.) choice	9.75@10.25	8.75@9.50	8.75@9.75	8.65@9.50	8.65@9.35
Good	8.75@9.75	8.75@9.75	7.00@8.75	6.90@8.65	6.40@8.65

## HEIFERS:

(550-750 lbs.) choice	7.50@8.50	6.75@7.75	6.75@7.50	7.00@8.25	6.75@7.75
Good	5.50@7.50	5.75@7.75	5.50@7.75	5.25@7.25	5.00@6.75
Com-med.	2.50@5.50	2.75@5.75	2.50@5.50	2.50@5.50	2.15@5.25

## COWS:

(750-900 lbs.) gd.-ch.	5.50@8.50	.....	5.50@7.75	5.50@8.25	5.00@7.85
Com-med.	2.50@5.50	.....	2.50@5.50	2.50@5.50	2.30@5.15

## BULLS: (Yr. Ex.) (Beef)

Good	3.00@4.00	3.25@3.75	3.00@3.50	3.00@3.25	2.90@3.50
Cut-med.	2.25@3.40	2.00@3.25	2.00@3.10	1.75@3.00	1.75@3.10

## VEALERS:

Gd.-ch.	4.25@6.00	5.50@6.50	4.50@6.00	5.00@6.50	4.00@5.25
Medium	3.50@4.75	4.25@5.50	3.50@4.50	3.50@5.00	3.00@4.00
Cul-com.	3.00@3.50	1.75@4.25	2.50@3.50	2.50@3.50	1.50@3.00

## CALVES:

(250-500 lbs.) gd.-ch.	4.00@7.00	5.00@6.75	3.50@6.25	3.50@5.75	4.00@6.50
Com-med.	2.50@4.00	2.50@5.50	2.00@3.50	2.00@3.50	2.00@4.00

Slaughter Sheep and Lambs:

## LAMBS:

(90 lbs. down) gd.-ch.*	7.15@8.00	7.35@8.00	7.50@7.75	7.25@7.75	7.25@7.75
Com-med.	5.50@7.35	4.00@7.35	5.75@7.50	5.00@7.25	4.75@7.25

## YEARLING WETHERS:

(90-110 lbs.) gd.-ch.	5.50@6.75	5.75@6.25	5.25@6.25	5.75@6.50	5.25@6.00
Medium	5.00@5.60	4.75@5.75	5.75@5.25	5.00@5.75	4.25@5.25

## EWES:

(90-120 lbs.) gd.-ch.	2.50@3.50	2.50@3.00	2.25@3.00	3.00@3.50	2.50@3.00
(120-150 lbs.) gd.-ch.	2.25@3.25	2.25@2.75	2.00@2.75	2.75@3.25	2.00@3.00
(All weights) com-med.	2.00@2.60	1.50@2.50	1.00@2.25	1.50@3.00	1.25@2.50

\*Quotations based on ewes and wethers.

# SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 16 centers for the week ended December 15, 1934:

	Week ended Dec. 15,	Prev. week,	Cor. week, 1933.	Total	652,478	606,143	751,490
					<b>SHEEP.</b>		
<b>CATTLE.</b>				Chicago	53,708	52,030	70,905
				Kansas City	11,594	14,261	22,354
Chicago	41,804	30,136	33,115	Omaha	16,802	23,598	30,639
Kansas City	28,994	28,395	22,769	East St. Louis	9,040	9,774	7,778
Omaha	23,191	26,804	17,364	St. Joseph	8,414	11,382	23,284
East St. Louis	18,148	19,991	18,938	Sioux City	15,293	18,581	16,108
St. Joseph	11,289	12,322	7,806	Wichita	1,181	1,360	1,016
Sioux City	11,727	11,978	12,534	Fort Worth	2,329	2,329	2,329
Wichita	2,798	3,268	2,372	Philadelphia	7,775	7,553	6,707
Fort Worth	3,130	4,520	.....	Indianapolis	2,928	3,301	2,684
Philadelphia	2,180	2,273	1,795	New York & Jersey City	77,486	83,418	61,324
Indianapolis	2,411	2,225	1,679	Oklahoma City	1,564	2,046	1,391
New York & Jersey City	10,357	9,351	9,425	Cincinnati	2,133	1,936	1,110
Oklahoma City	7,779	9,001	4,141	Denver	1,199	2,206	40,172
Cincinnati	4,560	5,776	3,858	St. Paul	11,744	16,294	13,418
Denver	7,173	5,771	3,758	Milwaukee	2,770	3,809	1,608
St. Paul	14,111	14,267	8,363				
Milwaukee	6,092	10,425	3,725	Total	224,040	252,101	308,706
Total	192,614	195,202	155,962				



## ASK LIVESTOCK CONFERENCE.

At the request of livestock commission interests a conference was held in Chicago on December 20 between representatives of such interests and meat packers to discuss subjects on which agreement is sought between marketing agencies and meat packers.

Subjects of discussion, as indicated by commission men in their request, included direct buying of livestock; discrimination in railroad rates as regards concentration points and inequitable differentials between livestock rates and meat rates; abuses on and off the markets; packer feeding of live stock; legislation.

Representatives of marketing agencies selected for the conference included A. H. Baker, St. Joseph, Mo., chairman; J. S. Boyd, Chicago, secretary; Charles Smith, representing Denver, Los Angeles and Portland, Ore.; H. H. Roberts, Omaha; A. A. Voltmer, St. Joseph; D. V. Lackey, representing Oklahoma City and Wichita; W. F. Aull, St. Paul; James Dunbar, representing Chicago and Milwaukee; T. J. Kirby, representing Sioux City and Sioux Falls; F. E. Embry, representing Louisville, Nashville, and Montgomery, Ala.; M. O. Bement, representing Detroit, Buffalo and Cleveland; C. W. H. Strebel, representing New York, New Jersey, Baltimore, Pittsburgh, Lancaster, Pa., and Cincinnati; J. W. Sanders, St. Louis; R. W. Lugar, Indianapolis.

A committee of packers selected by the Institute of American Meat Packers to join in the conference included W. S. Clithero, Armour and Company, Chicago; Edward F. Wilson, Wilson & Co., Chicago; A. W. Cushman, Hygrade Food Products Corp., Chicago; W. E. Felin, John J. Felin & Co., Philadelphia; Henry Fischer, Henry Fischer Packing Co., Louisville, Ky.; T. Henry Foster, John Morrell & Co., Ottumwa, Iowa; F. W. Hoffman, Cudahy Packing Co., Chicago; John Holmes, Swift and Company, Chicago; Jay C. Hormel, Geo. A. Hormel & Co., Austin, Minn.; Frank A. Hunter, Hunter Packing Co., East St. Louis; H. L. MacWilliams, Nuckolls Packing Co., Pueblo, Colo.; Oscar G. Mayer, Oscar Mayer & Co., Chicago; W. F. Schluderberg, Wm. Schluderberg-T. J. Kurdle Co., Baltimore; R. S. Sinclair, Kingan & Co., Indianapolis; Robert Swanston, C. Swanston and Sons, Sacramento, Calif.; F. M. Tobin, Rochester Packing Co., Rochester, N. Y.; Wm. Whitfield Woods, Institute of American Meat Packers, Chicago.

## WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended Dec. 15, 1934:

Week Ending:	New York	Boston	Phila.
Dec. 15, 1934.....	23,912	.....	.....
Dec. 8, 1934.....	22,028	.....	.....
Dec. 1, 1934.....	22,888	160	.....
Nov. 24, 1934.....	7,787	.....	.....
	852,624	59,385	40,238
Dec. 16, 1933.....	6,762	.....	.....
Dec. 9, 1933.....	27,798	770	207
	1,510,933	91,027	104,593

## LIVESTOCK PRICES COMPARED.

Livestock prices at Chicago during November, 1934, with comparisons:

	Nov., 1934.	Oct., 1934.	Nov., 1933.
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### SLAUGHTER CATTLE AND VEALERS.

Steers—			
550-900 lbs.,	Choice ... \$ 8.06	\$ 7.93	\$ 6.23
	Good .... 7.04	6.94	5.65
	Medium ... 5.35	5.32	4.88
	Common ... 3.65	3.70	3.63
900-1100 lbs.,	Choice ... 8.69	8.63	5.91
	Good .... 7.33	7.23	5.31
	Medium ... 5.42	5.46	4.52
	Common ... 3.86	3.92	3.44
1100-1300 lbs.,	Choice ... 9.24	9.19	5.71
	Good .... 7.72	7.65	5.11
	Medium ... 5.67	5.58	4.22
1300-1500 lbs.,	Choice ... 9.53	9.62	5.24
	Good .... 7.99	8.07	4.63
Heifers—			
550-750 lbs.,	Choice ... 7.67	7.56	6.22
	Good .... 6.22	6.12	5.59
	Com.&med. 4.13	4.13	3.59
750-900 lbs.,	Gd. & ch. 6.80	6.72	5.39
	Com.&med. 3.91	4.06	3.95
Cows—			
Good .....	4.02	4.07	3.56
Common & medium .....	2.74	2.95	2.59
Low cutter & cutter.....	1.88	2.23	1.78
Bulls (yearlings excluded)—			
Good (beef) .....	3.27	3.50	3.08
Cutter, com. & med. ....	2.62	2.66	2.53
Vealers—			
Good and choice .....	5.78	6.82	5.42
Medium .....	4.72	5.49	4.28
Cull & common .....	3.68	4.39	3.33
Calves, 250-500 lbs.—			
Good & choice .....	5.53	5.57	3.29
Common & medium .....	3.31	3.47	2.26

### HOGS.

Light light, 140-160 lbs.—			
Good and choice .....	4.58	4.78	3.80
Light weight—			
160-180 lbs., gd. & ch....	5.20	5.26	3.97
180-200 lbs., gd. & ch....	5.56	5.57	4.08
Medium weight—			
200-220 lbs., gd. & ch....	5.78	5.79	4.14
220-250 lbs., gd. & ch....	5.91	5.80	4.15
Heavy weight—			
250-290 lbs., gd. & ch....	5.97	5.91	4.09
290-350 lbs., gd. & ch....	5.98	5.87	3.89
Packing sows—			
275-350 lbs., good .....	5.72	5.40	3.48
350-425 lbs., good .....	5.68	5.28	3.50
425-550 lbs., good .....	5.40	5.13	3.16
275-550 lbs., medium .....	5.11	4.70	3.12
Slaughter pigs, 100-130 lbs.—			
Good & choice .....	3.40	3.71	3.36

### LAMBS AND SHEEP.

Lambs—			
90 lbs. down, Gd. & ch.	6.51	6.49	6.84
Com.&med. ....	5.79	5.75	5.73
90-98 lbs., Gd. & ch. ....	.....	.....	.....
98-110 lbs., Gd. & ch. ....	.....	.....	.....
Yearling wethers—			
90-110 lbs., Gd. & ch.	5.73	5.58	4.87
Medium .....	5.22	5.10	3.88
Ewes—			
90-120 lbs., Gd. & ch.	2.15	2.12	2.52
120-150 lbs., Gd. & ch.	2.03	1.98	2.21
All wts., Com.&med. ....	1.70	1.72	1.75

## CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended December 15, 1934, were 5,811,000 lbs.; previous week, 5,553,000 lbs.; same week last year, 5,648,000 lbs.; from January 1 to December 15 this year, 246,630,000 lbs.; same period a year ago, 220,345,000 lbs.

Shipments of hides from Chicago for the week ended December 15, 1934, were 7,258,000 lbs.; previous week, 7,512,000 lbs.; same week last year, 5,093,000 lbs.; from January 1 to December 15 this year, 296,322,000 lbs.; same period a year ago, 251,423,000 lbs.

## NOV. FEDERAL SLAUGHTERS.

Federal inspected slaughter of all classes of livestock during November:

	Cattle <sup>1</sup> Number.	Calves <sup>1</sup> Number.	Hogs Number.	Sheep and lambs <sup>1</sup> Number.
Baltimore	28,524	.....	68,152	.....
Buffalo	22,756	2,055	71,046	5,697
Chicago	179,387	47,276	699,325	247,841
Cincinnati	19,331	5,892	65,990	7,801
Cleveland	8,842	.....	41,846	.....
Denver	13,778	6,492	33,321	.....
Detroit	6,323	4,341	66,253	29,135
Fort Worth	46,093	25,517	30,700	18,818
Kan. City	100,053	45,342	234,347	83,223
Milwaukee	27,882	46,480	136,843	.....
Nat'l Stock Yard	65,617	29,062	276,286	48,968
New York	29,518	52,328	.....	242,551
Omaha	89,493	21,003	190,830	80,809
Philadelphia	9,910	8,187	77,645	18,714
Sioux City	41,790	11,908	120,372	64,453
So. St. Paul	72,452	62,064	242,043	155,203
All other stations	470,616	126,085	1,607,859	364,825
Total	1,232,365	494,092	4,022,858	1,368,138
Nov., '34	1,408,062	658,144	3,546,155	2,608,782
Nov., '33	777,005	423,965	4,501,047	1,355,930
5-yr. Nov. Av.	670,999	367,570	4,263,853	1,342,833
Jan.-Nov., 1934	12,075,100	6,893,684	39,390,418	16,003,242
Jan.-Nov., 1933	7,934,506	4,504,777	42,095,854	15,963,435
5-yr. Jan.-Nov. New York Area	7,511,911	4,267,570	41,144,609	15,458,147
	49,825	65,390	217,091	290,139

Basic data furnished by Bureau of Animal Industry.

<sup>1</sup>Includes cattle, calves and sheep purchased and slaughtered for F. S. R. C.

<sup>2</sup>Corresponding periods of 1933, 5-year average and October, 1934, equal 100.

<sup>3</sup>Included in "all other stations."

## N. Y. HIDE FUTURE PRICES.

Saturday, Dec. 15, 1934—Old Contracts—Close: Dec. 7.25n; sales none. Closing unchanged. Standard—Close: Dec. 8.75n; Mar. 9.10@9.14; June 9.46 @9.48; Sept. 9.84 sale; Dec. (1935) 10.10n; sales 74 lots. Closing unchanged to 6 higher.

Monday, Dec. 17, 1934—Old Contracts—Close: Dec. 7.30n; sales none. Closing 5 higher. Standard—Close: Dec. 8.81@8.90; Mar. 9.11 sale; June 9.48 sale; Sept. 9.85 sale; Dec. (1935) 10.10n; sales 36 lots. Closing unchanged to 6 higher.

Tuesday, Dec. 18, 1934 — Old Contracts—Close: Dec. 7.35n; sales none. Closing 5 higher. Standard — Close: Dec. 8.95n; Mar. 9.22 sale; June 9.60 sale; Sept. 9.98 sale; Dec. (1935) 10.25n; sales 96 lots. Closing 11@15 higher.

Wednesday, Dec. 19, 1934—Old Contracts—Close: Dec. 7.25n; sales none. Closing 10 lower. Standard — Close: Dec. 8.80n; Mar. 9.10@9.20; June 9.47 @9.48; Sept. 9.85 sale; Dec. (1935) 10.15n; sales 98 lots. Closing 10@15 lower.

Thursday, Dec. 20, 1934 — Old Contracts—Close: Dec. 7.40n; sales none. Closing 15 higher. Standard — Close: Dec. 9.00n; Mar. 9.22@9.27; June 9.58 @9.60; Sept. 9.91 sale; Dec. 10.30n; sales 54 lots. Closing 6@20 higher.

Friday, Dec. 21, 1934—Old Contracts—Close: Dec. 7.40n; sales none. Closing unchanged. Standard—Close: Dec. 8.90n; Mar. 9.20n; June 9.56 sale; Sept. 9.88@9.89; Dec. (1935) 10.20n; sales 51 lots. Closing 2@10 lower.





# Hides and Skins

## Weekly Market Review

### Chicago.

**PACKER HIDES**—Further strength was evident in the packer hide market early mid-week when an advance of a full cent was paid for native steers and a half-cent advance on all other descriptions, being extended to bulls at the close of the week. Trading continued in a scattered way throughout the remainder of the week, with the total movement so far 95,000 hides.

The advance was paid only in a very limited way on light native cows, the only slow item on the list. Offerings of light cows being made late this week at the advanced price but tanners' ideas are a half-cent under that figure. Other hides of all descriptions are strong and more could be sold at these levels. The spread has widened a bit further this week between heavy native steers and other descriptions. Heavy steers are in good demand but packers would like to move light cows with them.

One lot of 5,000 native steers sold at 12c for heavies. Total of 9,000 extreme light native steers moved at 9c. Total of 10,000 butt branded steers sold at 11c, and 13,000 Colorados at 10½c. Texas steers, rather scarce but quotable nominally at 11c for heavy Texas, 10c for light Texas, and 8½c for extreme light Texas.

Heavy native cows moving freely despite the heavier supplies and 18,200 sold at 9c, the advanced price. One car St. Paul light native cows sold at close of last week at 8½c; 1,000 moved this week at 9c and more offered that basis. Total of 33,000 branded cows sold at 8½c.

Two packers sold 1,800 Nov.-Dec. native bulls late this week at 8c, and 600 Oct.-Dec. branded bulls at 7c, both ½c over last week; another packer sold total of 2,500 Sept. to Dec. bulls at 8c for natives and 7c for branded.

**SMALL PACKER HIDES**—Chicago small packer all-weights of current take-off are quoted in a strictly nominal way around 8½c, selected, for native steers and cows, with branded ½c less. Outside small packer lots prices from 7@7½c, selected, for best natives, down to 6@6½c for less desirable lots, depending upon quality.

Local small packer association sold a car Dec. heavy native cows at 9c, the advanced price.

**FOREIGN WET SALTED HIDES**—Argentine market rather quiet this week, following a fairly good movement prior to that time; holdings early this week estimated at only around 20,000 unsold hides. Couple packs reported early at 65 pesos, equal to 10½c, c.i.f. New York, as against 62 pesos or 10½c@10¾c paid last week.

**COUNTRY HIDES**—The country market is slow to reflect the strength in the packer market. Higher prices are asked but tanner buyers are waiting to see packer light cows more firmly established at the advanced price before paying more for country extremes. The numerous offerings of outside small packer hides attract former buyers of countries, and apparently they are being bought to better advantage. All-weights usually quoted around 6c, selected, delivered, trimmed. Heavy steers and cows 5½@6c but outlet narrow. Buff weights quoted 6¼@6½c. Extremes generally range 7@7½c but difficult to secure top and some trading between dealers under inside price recently. Bulls and glues around 3¼@4c but slow to move. All-weight branded about 4¼@5c, flat, less Chicago freight.

**CALFSKINS**—Packer calfskins appear firm at the prices paid previous week. One packer sold 12,000 St. Paul and Chicago Nov. heavy calf, 9½/15-lb., early at 16c; a car moved for export earlier at 16c for northern heavies and 14c for lights. Another car St. Paul heavies sold at 16c, later. Asking 15c for River point heavies.

Chicago city calfskins about unchanged; 8/10-lb. last sold at 11c and this figure bid; 10/15-lb. last sold at 12½@13c and 13c asked. Outside cities, 8/15-lb., quoted around 11c; mixed cities and countries around 8½@9c; straight countries about 7½c. Bidding 75c, last trading price, for Chicago city light calf and deacons.

**KIPSKINS**—Market active on kipskins at last week's nominal figure. One packer sold 6,600 Oct. native kips, another 12,000, and a third packer 27,000 Sept.-Oct. northern natives, all at 10½c for northerns. Aug.-Sept. over-weights last sold at 9c. Three packers moved about 20,000 or more Sept. to Nov. branded kips at 7½c, steady.

Chicago city kipskins slow and quoted around 9@9½c, top last paid. Outside cities about 9c; mixed cities and countries around 7½c; straight countries down to 6½@7c and slow.

Packer regular slunks last sold at 65c.

**HORSEHIDES**—Market firm at \$2.75 @3.00 for good city renderers, slightly higher asked for choice lots; mixed city and country lots \$2.50@2.75 usually asked.

**SHEEPSKINS**—Dry pelts quoted 11 @12c, delivered Chicago, for full wools, short wools half-price. Although season of heavy production is past, a few shearlings coming along each week but production running mostly to clips. Good demand for No. 1's, and fairly good for No. 2's, but most packers not

anxious to sell alone; a sale was reported this week at 50c for No. 1's, 40c for No. 2's, and 25c for clips or No. 3's; up to 60c talked for No. 1's alone. Pickled skins steady and some houses well sold up; last trading at \$2.75, with \$3.00 asked by some. Big packer lamb pelts quoted up to \$1.50@1.60 per cwt. live lamb, or \$1.25@1.35 each. Outside small packer pelts around 75@85c each.

### New York.

**PACKER HIDES**—Market moderately active and higher. One packer sold Dec. native steers early at 12c, up a cent. Later another packer moved Dec. production, native steers at 12c, butt brands 11c, and Colorados 10½c, or ½c up on branded. All packers have moved Dec. natives; two packers hold Dec. brands and another packer last half Dec., with above prices declined.

**CALFSKINS**—Calfskin market reported steady and fairly well cleaned up in the heavy movement past couple weeks. Last sales of collectors' calf were at \$1.00@1.05 for 5-7's, \$1.25@1.30 for 7-9's, and \$2.00 for 9-12's; packer calf last sold at \$1.15, \$1.35 and \$2.15.

### CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Dec. 21, 1934, with comparisons, are reported as follows:

#### PACKER HIDES.

	Week ended Dec. 21.	Prev. week.	Cor. week, 1933.
Spr. nat. str.	12 @12½	11 @11½	9 @9½
Hvy. nat. str.	12 @12	11 @11	9 @9
Hvy. Tex. str.	11 @11	10 @10½	9 @9
Hvy. butt brand'd str.	11 @11	10 @10½	9 @9
Hvy. Col. str.	10½ @10½	10 @10	8½ @8½
Ex-light Tex. str.	8½ @8½	8 @8	8½ @8½
Brnd'd cows.	8½ @8½	8 @8	8½ @8½
Hvy. nat. cows	9 @9	8½ @8½	8½ @8½
LA. nat. cows.	8 @8	7½ @7½	5½ @5½
Nat. bulls	7 @7	6½ @6½	5 @5
Brnd'd bulls.	14 @14	14 @14	15½ @15½
Calfskins	10½ @10½	10½ @11	15 @15
Kips, nat.	9 @9	9½ @9½	14 @14
Kips, ov-wt.	9 @9	7½ @7½	8 @8
Kips, brnd'd.	65 @65	65 @65	75 @75
Slunks, reg.	35 @35	35 @35	40 @40
Slunks, hris.	35 @35	35 @35	40 @40

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

#### CITY AND CHICAGO SMALL PACKERS.

Nat. all-wts.	8½ @8½	8 @8	8½ @8½
Branded	8 @8	7½ @7½	8 @8
Nat. bulls	7½ @7½	7 @7	5½ @5½
Brnd'd bulls.	6½ @6½	6 @6	5 @5
Calfskins	11 @11	11 @11	13 @13
Kips	9 @9	9½ @9½	13 @13
Slunks, reg.	40 @40	40 @40	65 @65
Slunks, hris.	20 @20	20 @20	30 @30

#### COUNTRY HIDES.

Hvy. steers	5½ @5½	5½ @5½	6 @6
Hvy. cows	5½ @5½	5½ @5½	6 @6
Butts	6½ @6½	6 @6	7 @7
Extremes	7 @7	7 @7	8 @8
Bulls	3¾ @3¾	3¾ @3¾	4 @4
Calfskins	7½ @7½	7½ @7½	9 @9
Kips	6½ @6½	7 @7	8½ @8½
Light calf	25 @25	25 @25	50 @50
Deacons	25 @25	25 @25	50 @50
Slunks, reg.	15 @15	15 @15	20 @20
Slunks, hris.	15 @15	5 @5	10 @10
Horsehides	2.50 @2.50	3.00 @3.00	2.90 @3.00

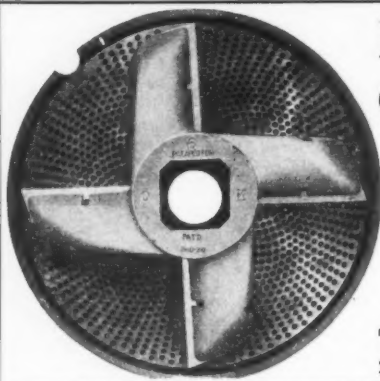
#### SHEEPSKINS.

Pkr. lambs.	1.25 @1.25	1.25 @1.25	1.60 @1.85
Sml. pkr.	75 @75	65 @65	1.20 @1.30
Pkr. shearings.	50 @50	45 @45	55 @60
Dry pelts	11 @11	11 @11	16 @16½

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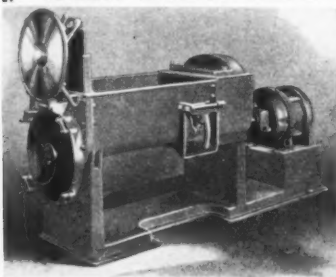
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## STOCKINETTE

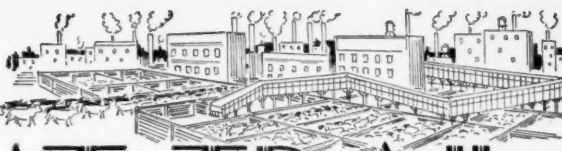
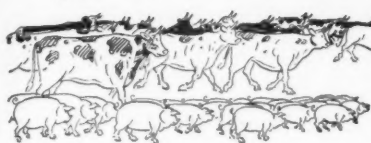
BAGS and TUBING FOR BEEF—LAMB  
HAM—SHEEP—PIGS—CUTS  
CALVES—FRANKS—Etc.

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Joseph Wahlman, Dept. Mgr.  
(Formerly with Armour & Company)

Makers of Quality Bags Since 1876



# Up and down the



# MEAT TRAIL

## GLIMPSES OF THE OLD DAYS.

(From THE NATIONAL PROVISIONER of Dec. 28, 1909.)

Board of Trade memberships at Chicago sold at \$2,450 net to the buyer.

F. Schenk & Sons Co., Wheeling, W. Va., were drawing plans for an addition to their plant.

A new type of circular hinged ham retainer was introduced to the market by a Milwaukee concern.

R. H. Tait of St. Louis was elected president of the American Society of Refrigerating Engineers.

Back fat skins were in demand for use as insoles in fine shoes. Demand caused a scarcity in the market.

Former senator W. A. Harris of Kansas, livestock leader and friend of the industry, passed away at his home in Chicago.

The Tennessee state supreme court ruled that sausage was not fresh meat, and therefore dealers were not liable for a butchers' license.

Methods of handling and marketing small packer hides were a continued subject of discussion between small packers and hide dealers.

A. G. Glick, president, Brittain & Co., Marshalltown, Iowa, and chairman of the board of the American Meat Packers' Association, was a visitor to New York.

Jacksonville Packing Co., Jacksonville, Ill., had just completed a new hog house and installed a new Allbright-Nell dehairer with a capacity of 3,000 hogs per day.

Dressed beef from Cuba entered the New York market as a competitor to Western and city dressed product. It sold for 6¢ to 7¢ in the side. The Matador Industrial, Havana, was the importer.

Anti-trust proceedings against meat packers doing business in Kansas were being prepared by the attorney general of that state. Collusion in bids for furnishing meat to state institutions was said to be the ground for the action.

Average prices paid for livestock by packers at Chicago during the week ended December 18, 1909, were: cattle \$5.75, hogs \$8.45, sheep \$4.95, and lambs \$7.65. In the same period of 1908 packers paid \$5.52 for hogs, \$4.50 in 1907 and \$6.16 in 1906.

Wholesale fresh meat prices at Chicago for the week were: good native

steers 11½@12½¢; medium 9½@10½¢; heavy steer loins 22½¢; heavy steer ribs 18¢; light carcass veal 10¢; round dressed lambs 13½¢; dressed hogs 10½@11¢; fresh pork loins 12½¢. Smoked hams, 12 lb. av., 16½¢; fancy bacon 21½¢.

## HEADS ARMOUR SALES.

Announcement is made of the appointment of W. W. Shoemaker as general sales manager of Armour and Company, with jurisdiction over domestic and foreign sales, general sales policies and advertising. I. M. Hoagland will continue in charge of branch house and car route operations and other domestic sales outlets. Both are vice presidents of Armour and Company.

Mr. Shoemaker is a veteran in the Armour organization, having started in Kansas City in 1900. He came to Chicago in 1905 and progressed rapidly under the tutelage of the late F. Edson White. For the last 12 years he has been vice president in charge of foreign operations, with supervision over the departments selling canned foods, margarine, pharmaceuticals, wool, casings and hides.



## WIDENS HIS RESPONSIBILITIES.

Warren W. Shoemaker, vice president of Armour and Company with jurisdiction over foreign operations, as well as canned foods, margarine, wool, casings and hides, has been made general sales manager and will direct all sales and advertising policies.

## CHICAGO NEWS NOTES.

T. Henry Foster, president, John Morrell & Co., Ottumwa, Ia., was a recent Chicago visitor.

Jay C. Hormel, president, George A. Hormel & Co., Austin, Minn., was in Chicago during the past week.

E. L. Griffith, Griffith Laboratories, Chicago, will return soon following a trip of two weeks to the West Coast.

W. R. Sinclair, vice president and treasurer, Kingan & Co., Indianapolis, Ind., was a recent visitor in the city.

Chester G. Newcomb, vice president and general manager, Lake Erie Provision Co., Cleveland, Ohio, spent some time in Chicago this week.

Thos. H. Glynn, vice president and general manager, Welsh Packing Co., Springfield, Mo., was in Chicago this week looking into the market situation.

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 28,931 cattle, 5,091 calves, 56,504 hogs and 35,563 sheep.

Paul Trier, Arnold Bros. Co., Chicago, spent the past week end in Chicago, coming in from the Arnold Brothers' plant in Perry, Ia., the Perry Packing Co.

Shellmar Products Co. held their annual sales meeting in Chicago on December 12 to 14, at their new headquarters in the Railway Exchange Building.

Provision shipments from Chicago for the week ended Dec. 15, 1934, with comparisons, were reported as follows:

	Week Dec. 15.	Previous week.	Same week, '33.
Cured meats, lbs..	13,800,000	14,900,000	14,119,000
Fresh meats, lbs..	58,000,000	56,349,000	50,740,000
Lard, lbs. ....	3,167,000	4,590,000	5,885,000

E. M. McClanahan has been made secretary to R. H. Cabell, general manager of Armour and Company. He was formerly office manager at Chicago and prior to that secretary to president F. Edson White. He is succeeded as office manager by E. G. Hanschke, formerly of the subsidiary auditing staff.

## AL BISCHOFF PASSES ON.

Alex. Bischoff, former vice president of the St. Louis Independent Packing Co., died on December 14 at his home in St. Louis. He had been seriously ill earlier in the year, but had made progress toward recovery, and his sudden passing was a shock to his many friends in the industry. He was a keen packinghouse student and a most likable personality, and was the last of



## These little Pigs went to market



The cold chill room made the lean of them stay pink.

The GRIFFITH'S PORK SEASONING made the color hold until Mrs. Jones came to the market, to buy sausage for breakfast.

There was a fine "Little Pig" reception at the "JONES."

Order real Pork Sausage Seasoning from GRIFFITHS.

PORK C, with sage.

PORK B, without sage.

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## FORBES SEASONINGS

Sausage profits depend on quality and flavor! That is why it is so vitally important to select the right kind of spices — **FORBES** spices!

Samples and prices of **FORBES** spices may be had without obligation. Write today!

### give pork sausage the proper introduction!

Give your pork sausage extra zest, better flavor, greater sales appeal — use **FORBES** spices! They give your product the proper introduction, create the proper impression to insure better profits.

For 81 years **FORBES** has been famous for fine spices. You get the best of seasonings, always, when you buy from **FORBES**!

"More flavoring units per dollar"

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add the touch that means so much

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REPRESENTATIVES—H. G. Goebel & Son, 10558 So. Wood St., Chicago, Ill. (Phone: Beverly 7887)  
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Write for folder and free sample!

Gives yields of 113% to 144%—with better binding qualities, superior flavor. High protein content insures high quality sausage products. With frozen meats, S.B.M. stops water pockets, eliminates gummy product. Brings out natural meat flavor, with increased food value. Economical to use—try it!

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three of his name who made packing-house history in St. Louis. His father, Gustav Bischoff, sr., and his brother, Gustav Bischoff, jr., preceded him in death. "A man whom his fellows were proud to call their friend" is the tribute of John W. Hall, and it expresses the views of all who knew him, both within and without the industry.

His career of more than twenty-five years in the packing business started early. After leaving Western Military Academy he went to work for the Independent Packing Company, of which his father, Gustav Bischoff, sr., was president. He spent a number of years in various plant departments, gaining broad packinghouse experience. Later he was transferred to the sales division. In 1923, following the death of his father and brother, he became vice president of the company, continuing as such until Swift & Company took over the plant in 1931. He then retired from active duty in the packinghouse business, although he continued as a director in the Krey Packing Co. His principal interests recently were as director of the Manchester Bank of St. Louis and as president of the Westover Nurseries.

#### PASSES THE CENTURY MARK.

On the one hundredth anniversary of his birth on December 12 Charles H. Benedict, retired employe of Swift & Co., played host to many callers at his home at Columbiaville, N. Y., among whom were a group of five former associates still active with the United Dressed Beef Co.—E. A. Schmidlein, H. A. Richter, M. J. Gorey, Abe Schiff and J. J. Cook—who presented Mr. Benedict with a scroll, a smoking jacket, pipe and tobacco and a purse.

Mr. Benedict was in the employ of the United Dressed Beef Company for 25 years and was retired on a pension in 1917. He was born in New York, on the Bowery near Houston street, and has vivid recollections of the city as it progressed from candles and whale oil lamps to gas for lighting homes. His early business experience was acquired in his father's shop, the original Benedict of jewelry house fame. Later, when his education was com-

pleted, he became bookkeeper for a wholesale butcher. In due course several of these wholesalers pooled their interests and formed the United Dressed Beef Co. in New York City. Later this company was taken over by Swift & Company, and he continued in that company's employ until his retirement, serving in the capacity of assistant cashier.

In spite of his 100 years Mr. Benedict is able to walk about, eat heartily, smoke freely and read the papers with



#### HERE'S A HUNDRED YEAR MAN.

Charles H. Benedict, former employe of the United Dressed Beef Co. and Swift & Company, New York City, celebrates his 100th birthday.

keen pleasure. He particularly enjoys his radio and has a fondness for band music. He credits his long life to much walking and regularity in his activities. His mind is surprisingly clear and his memory accurate in the recounting of incidents and happenings that make up the history of New York. Before taking up his residence with his daughter and son-in-law at Columbiaville, he resided in Yonkers and Mt. Vernon. He anticipates celebrating many more birthdays, and those who called on him last week believe he will.

#### NEW TOBIN PLANT OPENS.

The new plant of the Tobin Packing Co., Fort Dodge, Iowa, began operations on December 19, and the day was celebrated with "open house" for residents of Fort Dodge and neighboring territory. Thousands of people visited the plant, including many farmers from that section. They found the plant modern and up-to-date in every detail, both in construction and equipment. President Fred M. Tobin, who is also president of the Rochester Packing Co., Rochester, N. Y., headed the reception committee, which included the executive and operating staff of the Fort Dodge organization.

#### BOY SCOUT SAVES A LIFE.

Most Chicago people will remember reading in their newspapers of December 19 of the Boy Scout who saved his father's life by quickly applying tourniquets to his father's arms when the latter, in attempting to raise a window, slipped and plunged his arms through the window glass. The father is L. O. Hoffman, on Armour's general plant managers' staff. The doctor said that Mr. Hoffman would undoubtedly have bled to death had it not been for his son's quick action. The son, Charles Dudley Hoffman, received the award of the Boy Scout's Court of Honor for heroism and preparedness.

#### ST. LOUIS SHOW A SUCCESS.

The 1934 livestock show season came to an end on December 13 with the boys' and girls' junior event held by the St. Louis Live Stock Exchange at National Stock Yards, Ill. There were 311 entries from Missouri, Illinois, Iowa and Kansas, mostly 4-H and vocational agriculture members.

The average price for all the show calves was \$10.80 per cwt., which compares with \$7.31 as the average for the 1933 event. The grand champion, a 850-lb. Angus calf exhibited by 13-year-old Florence Krejci of Edwardsville, Ill., was purchased by Chas. Pershall, president of the Tri-City Grocery Co., Granite City, Ill., for \$1.00 per lb. The reserve champion, a Shorthorn, exhibited by Efton Bradley, Calhoun, Mo.,

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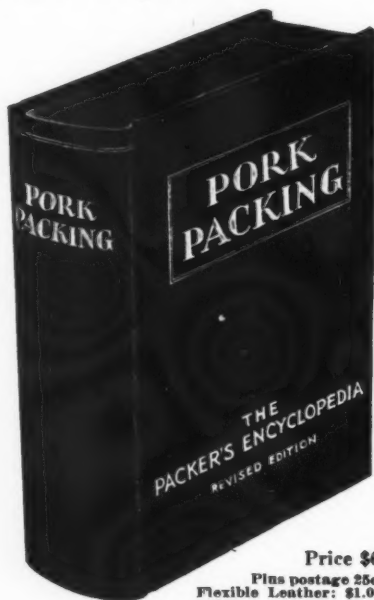
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**MAKE** pork cuts that bring  
the best prices?



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This book shows the pork packer how to operate to best advantage, how to make operations efficient, get highest possible yields from products. Discusses important factors in departmental operation—has many important figured tests for increasing profits!

#### CHAPTER HEADINGS

- |                                |                                      |
|--------------------------------|--------------------------------------|
| I—Hog Buying                   | II—Hog Killing                       |
| III—Handling Fancy Meats       | IV—Chilling and Refrigeration        |
| V—Pork Cutting                 | VI—Pork Trimming                     |
| VII—Hog Cutting Tests          | VIII—Making and Converting Pork Cuts |
| IX—Lard Manufacture            | X—Provision Trading Rules            |
| XI—Curing Pork Meats           | XII—Soaking and Smoking Meats        |
| XIII—Packing Fancy Meats       | XIV—Sausage and Cooked Meats         |
| XV—Rendering Inedible Products | XVI—Labor and Cost Distribution      |
| XVII—Merchandising             |                                      |

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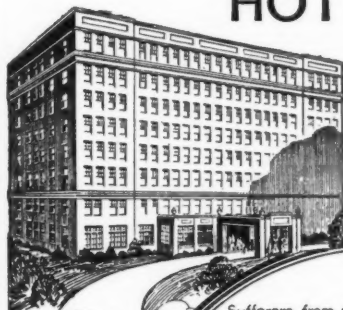


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A HOT SPRINGS VACATION  
COULD COST SO LITTLE**





sold to the Phillips Petroleum Co., at 45c per lb. The buyer donated the meat to charities in Greater St. Louis.

Local packers and business interests gave the show good support. Through the generosity of the buyers of the grand and reserve champions a sum of nearly \$500 was accumulated to be distributed among the other show participants under the Exchange profit-sharing plan. This feature has been in effect for five years, and a grand total of nearly \$6,300 has been distributed among 1,421 boys and girls.

#### NEW YORK NEWS NOTES.

Effective December 17, T. J. Cully was appointed superintendent of the Manhattan plant of A. Gobel, Inc.

W. R. Davies, small stock department, Armour and Company, Chicago, was a visitor to New York for a few days last week.

Frank Morris, branch house operating department, Swift & Company, central office, New York, is spending a mid-winter vacation in Florida.

Sympathy of associates and friends in the trade is extended to Arthur Johnson, office manager, Swift & Company, New York, in the recent death of his mother at Kansas City.

Visitors to New York during the past week included C. E. Fuller, Swift & Company, Los Angeles, Calif.; H. F. North, branch house sales department, O. M. Patterson, hotel and institution department, and A. W. Doell, produce department, Swift & Company, Chicago.

Meat and poultry seized and destroyed by the health department of the city of New York during the week ended December 15, 1934, were as follows: Meat—Brooklyn, 252 lbs.; Manhattan, 327 lbs.; Bronx, 14 lbs.; Richmond, 15 lbs.; total, 608 lbs. Poultry—Brooklyn, 19 lbs.; Manhattan, 54 lbs.; total, 73 lbs.

J. H. Scheffer, general manager, Trunz Pork Stores, Inc., Brooklyn, N. Y., well known in both wholesale and retail circles, has been greatly comforted by the sympathetic expressions of his many friends in the trade in the loss of his wife. Mrs. Scheffer passed away on December 13, following a prolonged illness, and is survived, in addition to Mr. Scheffer, by one son, Herbert F.

#### FEWER FED LAMBS.

Fewer feeder lambs were shipped through the central markets in November this year than in recent years, the number totaling only 140,000 head against a five-year average of 238,000 head. Total shipments to Corn Belt feedlots from July to November are 1,492,000 head compared with 1,219,000 head last year and 1,700,000 head, the average of the past five years. High prices of hay and corn have tended to discourage feeding.

### NOVEMBER FRESH MEAT PRICES COMPARED

New York.				Chicago.			
Wholesale fresh meat prices for November, 1934, with comparisons:				Wholesale fresh meat prices for November, 1934, with comparisons:			
	Nov., 1934.	Oct., 1934.	Nov., 1933.		Nov., 1934.	Oct., 1934.	Nov., 1933.
<b>BEEF.</b>				<b>BEEF.</b>			
Steer—				Steer—			
300-500 lbs.,	Choice ... \$12.86	\$13.00	\$ 9.60	300-500 lbs.,	Choice ... \$12.35	\$12.76	\$10.13
	Good ..... 11.20	11.25	8.45		Good ..... 10.60	11.20	8.90
	Medium .... 8.44	8.70	6.80		Medium .... 8.10	8.51	6.83
	Common .... 6.53	6.71	5.53		Common .... 6.35	6.50	5.43
500-600 lbs.,	Choice ... 12.96	13.05	9.41	500-600 lbs.,	Choice ... 12.35	12.76	9.44
	Good ..... 11.35	11.26	8.35		Good ..... 10.60	11.20	8.13
	Medium .... 8.44	8.70	6.65		Medium .... 8.10	8.53	6.55
	Common .... 6.53	6.71	5.48		Common .... 6.35	6.54	5.39
600-700 lbs.,	Choice ... 13.16	13.33	8.98	600-700 lbs.,	Choice ... 12.50	13.08	8.72
	Good ..... 11.57	11.64	7.99		Good ..... 11.00	11.58	7.72
	Medium .... 9.09	9.21	6.89		Medium .... 8.75	9.19	6.61
700 lbs. up,	Choice ... 13.49	13.83	8.77	700 lbs. up,	Choice ... 13.50	14.24	8.47
	Good ..... 11.82	11.94	7.80		Good ..... 11.75	12.07	7.72
	Medium .... 7.45	7.51	6.37		Good ..... 6.75	6.89	6.58
Cow—	Medium ... 6.48	6.62	5.44	Cow—	Medium ... 6.25	6.28	5.44
	Common ... 5.51	5.88	4.66		Common ... 5.65	5.75	4.60
<b>VEAL AND CALF CARCASSES.</b>				<b>VEAL AND CALF CARCASSES.</b>			
Veal—	Choice ... 11.21	13.93	10.50	Veal—	Choice ... 10.22	11.28	9.62
	Good ..... 9.28	11.48	8.59		Good ..... 9.10	10.27	8.27
	Medium .... 7.58	9.39	7.38		Medium .... 7.44	9.04	7.10
	Common ... 6.49	7.90	6.30		Common ... 6.48	7.52	5.92
Calf—	Good ..... 7.82	9.71	7.03	Calf—	Good ..... 7.46	8.25	...
	Medium ... 6.54	7.99	6.54		Medium ... 6.48	7.50	...
	Common ... 5.66	6.71	5.51		Common ... 5.48	6.51	...
<b>LAMB AND MUTTON.</b>				<b>LAMB AND MUTTON.</b>			
Lamb—				Lamb—			
38 lbs. down,	Choice ... 13.31	13.77	13.20	38 lbs. down,	Choice ... 13.14	12.87	11.74
	Good ..... 12.52	12.97	12.59		Good ..... 12.14	11.86	10.74
	Medium ... 11.82	12.20	11.60		Medium ... 11.12	10.88	9.74
	Common ... 10.99	11.54	10.42		Common ... 10.16	9.97	8.74
39-45 lbs.,	Choice ... 12.76	13.44	12.64	39-45 lbs.,	Choice ... 13.14	12.87	11.58
	Good ..... 12.02	12.56	12.04		Good ..... 12.14	11.86	10.58
	Medium ... 11.40	11.84	11.21		Medium ... 11.12	10.88	9.58
	Common ... 10.74	11.22	10.16		Common ... 10.14	9.97	8.58
46-55 lbs.,	Choice ... 11.55	12.51	11.61	46-55 lbs.,	Choice ... 11.35	11.74	10.30
	Good ..... 10.74	11.62	10.74		Good ..... 10.59	11.15	9.60
Yearling—				Yearling—			
40-55 lbs.,	Choice ... ..	...	...	40-55 lbs.,	Choice ... ..	...	...
	Good ..... ..	...	...		Good ..... ..	...	...
	Medium ... ..	...	...		Medium ... ..	...	...
Mutton (ewe)—				Mutton (ewe)—			
70 lbs. down,	Good ..... 7.20	6.81	5.86	70 lbs. down,	Good ..... 6.56	6.50	4.50
	Medium ... 6.20	5.90	4.76		Medium ... 5.56	5.50	3.50
	Common ... 5.36	4.92	3.82		Common ... 4.56	4.50	2.50
<b>FRESH PORK.</b>				<b>FRESH PORK.</b>			
Hams—				Hams—			
10-14 lbs. avg.,	15.02	15.85	11.04	10-14 lbs. avg.,	14.36	14.12	8.97
Loins—				Loins—			
8-10 lbs. avg.,	12.94	16.03	11.94	8-10 lbs. avg.,	12.22	14.90	10.51
10-12 lbs. avg.,	12.94	15.93	11.79	10-12 lbs. avg.,	12.22	14.89	10.72
12-15 lbs. avg.,	12.43	14.89	11.09	12-15 lbs. avg.,	11.72	13.08	10.06
16-22 lbs. avg.,	11.48	13.35	9.97	16-22 lbs. avg.,	11.11	11.24	8.90
Shoulders, N. Y. style, skinned,				Shoulders, N. Y. style, skinned,			
8-12 lbs. avg.,	11.09	12.50	8.58	8-12 lbs. avg.,	9.55	11.09	6.97
Picnics—				Picnics—			
6-8 lbs. avg.,	.....	.....	.....	6-8 lbs. avg.,	.....	.....	.....
Butts, Boston style,				Butts, Boston style,			
4-8 lbs. avg.,	12.68	14.63	10.53	4-8 lbs. avg.,	10.72	12.67	8.64
Spareribs, half sheet,	11.23	12.50	7.77	Spareribs, half sheet,	8.50	9.37	6.06

### LIVESTOCK AND DRESSED MEAT PRICES COMPARED.

Prices of steers, lambs and hogs, Chicago, compared with wholesale and retail fresh meat prices, New York, during November, 1934:

	Average prices live animals <sup>1</sup> per 100 lbs. Chicago.			Average wholesale price of carcasses <sup>2</sup> per 100 lbs. New York.			Composite retail price in cents per lb. <sup>3</sup> New York.		
	Nov., 1934.	Oct., 1934.	Nov., 1933.	Nov., 1934.	Oct., 1934.	Nov., 1933.	Nov., 1934.	Oct., 1934.	Nov., 1933.
Steers—									
Choice .....	\$ 9.24	\$ 9.19	\$ 5.71	\$13.16	\$13.33	\$ 8.98	\$28.29	\$29.20	\$25.85
Good .....	7.33	7.23	5.31	11.57	11.64	7.99	25.49	25.22	21.18
Medium .....	5.42	5.46	4.52	8.44	8.70	6.65	18.97	19.52	18.54
Lambs—									
Choice .....	6.66	6.64	7.04	13.31	13.77	13.20	23.40	24.23	21.43
Good .....	6.31	6.34	6.62	12.52	12.97	12.52	19.58	20.84	18.55
Medium .....	6.04	6.03	6.14	11.82	12.20	11.60	17.37	17.43	15.77
Hogs—									
Good .....	5.78	5.79	4.14	15.90	16.82	11.85	20.76	21.95	16.06

<sup>1</sup>Average of daily quotations on Choice steers 1100-1300 lbs., Good and Medium steers 900-1100 lbs.; lambs 90 lbs. down; hogs 220 lbs., excluding processing tax.

<sup>2</sup>Average of daily quotations on beef carcasses 600-700 lbs.; lamb carcasses 38 lbs. down; hog products consisting of smoked hams, bacon, picnics, and fresh loins and lard combined in proportion to their respective yields from live weight.

<sup>3</sup>Composite average of semi-monthly retail quotations on various cuts (including lard) combined in proportion to their respective yields from live weight.

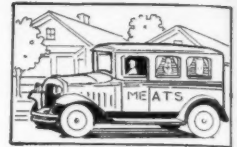
In the Scottsbluff area, feeding operations will be about 15 per cent larger than a year ago but in other parts of Nebraska and Wyoming they are less than a year ago. Direct movement of lambs into Oklahoma and Kansas for feed has been fairly large.

In the Western states the number of lambs fed this season will be much smaller than last year. In Colorado and California the number is reported to be 12 to 15 per cent less and in other areas 30 to 50 per cent less, except in Washington, where it is about the same.





# For the Retail Meat Dealer



## Value of Early Reminders In Collection of Retail Accounts



The Longer an Account Runs the More Reluctant the Customer Is To Settle It

**T**HE greatest of all collection principles is, "Act Early." As numerous studies have shown, the older an account is, the more difficult it is to collect. It is a curious fact that the impulse and desire to pay are strongest in the customer whose account has recently come due. There is a second paradox; customers resent more the late, not the early request to pay.

Three money-making principles are important. (1) Prompt-paying customers are happy customers, the kind which buy most. (2) The profit on the prompt paying account is considerably more than that on the slow account. (3) It is least expensive to collect an account when it is young.

### Use Credit Limits.

A simple rating code for open accounts is AA, prompt and financially responsible; A, pays promptly; B, good, but slow; C, slow, pays in 90 days; R, refuse credit.

Accounts rated AA and A require very little attention except that the store should note quickly any change in status.

The collection system may well segregate B and C accounts, each of which should have a credit limit, a sum, say \$20, \$35 or \$60, usually set when the account is opened, above which credit will not be granted.

When the credit limit is reached, the store should notify the customer that his account will be closed unless payment is made. Adjusted to the individ-

**SUGGESTIONS FOR COLLECTION REMINDERS.**  
These little collection stickers, printed in colors are suggested as an effective means for handling the delinquent customer.

ual customer, his earning power and resources, the credit limit seldom exceeds the total of two month's average purchases.

It should be a standing rule, further,

that an account sixty days past due is automatically closed. This will not be 100 per cent enforced. There will be situations in which it is safe credit management to act otherwise. The rule should be, however, the basis of operation, only violated as there is adequate cause.

These control devices should be superimposed on a structure of careful credit extension. Credit bureau reports should be secured for all new applicants. It should be hard and fast policy that, when a B or C customer is extended credit, the credit man must discuss the subject of payment, explaining frankly that a record of slowness is reported and the store can only open the account on the promise of prompt payment. Nine applicants in ten will promise to pay promptly.

### Reminders Are "Little Giants."

Each month, on the 10th and 20th, the credit office should interview all B and C ratings. A simple system uses a pad of statements. The reporting merchant relates that he "stuffs" the ledger, leaving blank statements at all delinquent accounts. An office worker then fills out the statements, passing them to the merchant's desk. He writes reminder messages upon them.

The importance of reminders in collection practice is little understood by a great many merchants. The great body of customers who have simply neglected to pay, are stimulated to act. The slow customer who has promised to pay promptly gets a reminder, pay-

### Send for These Effective Reminders

So that readers may easily demonstrate the value of the collection methods here presented, the service department of THE NATIONAL PROVISIONER has arranged for a supply of "Little Dynamite" collection stickers, printed in ten different designs, in five colors, and will send an assortment of 50 of these, sufficient for a trial, to any subscriber. Simply accompany the request with 15c in stamps, to cover handling charge.

Name .....

Street .....

City .....

15c enclosed for mailing.



chologically correct, and pays at once, though otherwise he would probably procrastinate, and in accordance with the law previously stated, would develop more and more resistance to collection efforts.

The first reminders always should be pleasant, inoffensive. Stores that remind by telephone, have an "operative"—an office-worker trained to the task—mention that the customer has "overlooked" the obligation, that his check is not in. Will he please attend to it? "Thank you!"

Handwriting on a statement may read, "Overlooked?" "Prompt payment will be appreciated." "Past due!" One merchant we know of writes such greetings as, "Hello, Bill! How's your golf game?" Even a personal note, on a billhead sent as an obvious collection gesture, may be effective.

Collection stickers are very effective, when possessing nicety of tone, humor, and the power to move which skillful use of sketch and color printing endows.

The reminder in early delinquency should not appear a severe act. The creditor should seem neither stern nor anxious. His request should be the sort of reminder that anyone, forgetting something he plans to do, welcomes.

#### Reviews on Twentieth.

There should be a second review of B and C accounts on the 20th and further use of statements and stickers, or written messages. Of course, the reminder messages should not be the identical ones used on the 10th. An occasional account may need personal attention.

Inspecting all accounts on the first of the following month, the store should use reminder messages on statements of past due accounts, now including most of the AA and A ratings which are delinquent. At this time, an analysis sheet should be prepared, showing all past due accounts by name, amount, telephone number, and month when incurred. This analysis sheet should be progressively worked with throughout the month. As collections are made, accounts are crossed off.

When the 10th comes, and there are still accounts past due from the first of the preceding month, the collection worker should determine the best individual treatment. Recommended is personal contact by telephone or, if necessary, personal call. Learn why these B and C customers haven't paid. Get the individual facts.

#### A Task in Education.

A collection puzzle is the customer who is rated A in one store, C in another. This Dr. Jeckyl and Mr. Hyde is probably by nature a procrastinating individual—but he is susceptible to education. The store rates him highly which has reminded in the business-like way, insisted on high performance. After a time, he learned that it was far more comfortable and satisfactory to pay his account promptly. So he follows that rule.

Any store can train its customers

to pay promptly as a group. Of course, there will always be a struggle with the few delinquents who find it impossible, somehow, to acquire good credit habits. The great majority, however, can be trained to realize that the store expects prompt payment, will remind if it is not made, and, if there is further delinquency, will send a man to collect. Once a customer has formed good habits at a store, he likes them and the store and he makes the best possible customer.

"What if a customer just refuses to be trained?" questions a reader. Individual facts must govern; but a good many stores have learned that customers who are told that, otherwise, further credit will be refused, do learn how to handle their accounts in a satisfactory way.

### Retail Meat Prices

Average monthly prices at New York, Chicago, and Kansas City.

Compiled by the U. S. Bureau of Agricultural Economics. Prices in cents per pound (simple average of quotations received):

	CHOICE GRADE. (Mostly Credit and Del. Stores.)			GOOD GRADE. (Mostly Cash and Carry Stores.)		
	New York, Nov. 30.	Chicago, Nov. 30.	Kans. City, Nov. 30.	New York, Nov. 30.	Chicago, Nov. 30.	Kans. City, Nov. 30.
<b>Beef:</b>						
Porterhouse steak	.48	.44	.46	.37	.36	.33
Sirloin steak	.38	.37	.36	.32	.30	.30
Top round steak	.37	..	..	.30	..	..
Bottom round	.34	..	..	.27	..	..
Round steak, full cut	..	.29	.28	..	.25	.26
Heel round	..	.23	.21	..	.19	.18
Flank steak	.28	.25	.27	.25	.22	.22
Top sirloin	.33	..	..	.26	..	..
Rump roast, boneless	.31	.26	.27	.26	.22	.22
Rib roast, 1st 6 ribs	.32	.28	.26	.27	.23	.20
Blade rib roast	.21	.22	..	.20	.19	..
Cross rib & top chuck	.28	..	..	.23	..	..
Arm roast	..	.21	.20	..	.17	.17
Straight cut chuck	.21	.20	.18	.19	.17	.16
Corner piece	.19	..	..	.16	..	..
Thick plate	.13	.11	..	.10	..	..
Navels	.11	.12	.12	.10	.10	.11
Boneless brisket	.32	.23	.18	.26	.19	.15
Brisket, bone in	.20	.15	.12	.16	.12	.10
Ground meat	.22	.17	.16	.18	.14	.14
Boneless stew meat	.28	.21	.18	.21	.17	.16
<b>Veal:</b>						
Cutlet or steak	.46	.36	.34	.37	.29	.32
Loin chops	.37	.31	.33	.29	.24	.30
Rib chops	.33	.27	.29	.25	.21	.25
Rump roast	.28	.24	.21	.21	.19	.18
Shoulder chops	.24	.20	.22	.16	.16	.20
Shoulder roast	..	.17	.19	..	.14	.18
Boneless shoulder	.28	..	..	.21	..	..
Breast	.18	.14	.13	.12	.10	.11
Boneless stew	.30	.23	.19	.21	.18	.18
Liver	.64	.46	.45	.51	.42	.40
<b>Lamb:</b>						
Loin chops	.39	.40	.43	.31	.31	.37
Rib chops	.34	.35	.43	.26	.27	.33
Leg	.25	.24	.24	.22	.21	.24
Shoulder chops	.25	.25	.24	.21	.20	.20
Square chuck	.19	..	.18	.14	..	.20
Shoulder roast	..	.20	..	..	.17	..
Breast	.8	9	11	9	7	10
Shank & neck	.9	.12	.10	.10	.11	.10
<b>Pork:</b>						
Center loin chops	.28	.26	.23	.23	.23	.23
Rib chops	.28	..	.23	.23	..	.21
End chops	.19	.18	.18	.17	.15	.17
Pk. hams, whole	.22	..	..	.22	.20	.19
Pk. shoulders, whole	.19	..	.16	.16	..	.15
Pk. picnic, whole	.18	.13	..	.15	.12	..
Boston butts	..	.17	.23	.21	.16	.22
Spareribs	.19	.15	.16	.15	.12	.15
Lard (carton)	.18	.15	.16	.15	.14	.16
Sm. hams, whole	..	.26	.24	.24	.22	.22
No. 1	..	.22	.20	.22	.19	.19
Sliced hams	.50	.41	.39	.39	.34	.40
Bacon strip, whole	..	.32	.30	.29	.30	.27
No. 1	..	.32	.30	.29	.30	.27
Bacon strip, whole	..	.28	..	.27	.25	.26
Sliced bacon, No. 1	.39	.36	.36	.35	.33	.34
Smoked butts	.31	.28	.28	.27	.26	.30
Smoked picnics	.15	.16	.17	.14	.15	.17
Corned beefs or pickled pork	.28	..	.22	.24	..	.21
Sausage meat	.30	.22	.19	.24	.17	.19
Salt pork	..	..	..	..	..	..

Win the collection race in the first lap!—There is no time when victory is more surely secured. The policies and methods outlined in this report are the technique to follow.

#### NEWS OF THE RETAILERS.

Albert Steiner has opened a meat market at 1218 Randolph st., St. Paul, Minn.

James Grant of South Bend, Ind., has purchased the meat market of Elmer Groff located at 211 Lincoln Way, East. Mr. Grant was formerly with the Tittle Bros. Packing Co. of Mishawaka, Ind.

John J. Metzen has opened a new meat market and grocery at 1025 W. North st., Kalamazoo, Mich.

Pritchard's Market recently opened for business in Prescott, Wis. Francis Pritchard will operate this market in connection with another market he owns in River Falls, Wis.

Sylvester Schneider has opened a meat market at 2678 N. 9th st., Milwaukee, Wis. Another Milwaukee market has opened at 4710 W. Center st., Eastberg Bros. are the proprietors.

Zabel Brothers Food Market dealing in meats and groceries, has opened at the corner of N. 17th st. and Superior st., Sheboygan, Wis.

#### AMONG NEW YORK RETAILERS.

So much interest was shown in discussions at the membership meeting of Ye Olde New York branch on December 18 that it was nearly midnight before the most important subjects were covered. Because of the lateness it was decided to postpone election of new directors until the January 15 meeting.

Election of officers was the principal order of business at the meeting of Brooklyn Branch on December 20. The following were elected: President, Joe Maggio; first vice president, Joseph Stern; second vice president, Harry Herzog; treasurer, Leonard Sussel; recording secretary, Frank Adcock; financial secretary, Jim Pendleton; orator, Albert Rosen; warden, H. Fischer; trustees, A. Fickelstein, Jake Wyler and Joe Sanger. David Van Gelder was a visitor and gave a blackboard demonstration which was most interesting.

Eastern District Branch held a meeting on December 18 at which time it was decided to have a "turkey exchange" the day preceding Christmas for the members.

South Brooklyn Branch held a meeting on December 18 at which time routine subjects and matters of interest to retailers were discussed.

The Ladies' Auxiliary held a business meeting with president Mrs. William Kramer presiding last Thursday. Various subjects were taken under advisement. It was decided to hold a Christmas social at the Hotel McAlpin on December 27, with Mrs. William Kramer as hostess.



# CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

Carcass Beef.		Week ended Dec. 19, 1934.	Cor. week,
Prime native steers—		11 @ 11 1/2	8 1/2 @ 9 1/2
400-600	14 @ 15		
600-800	12 1/2 @ 13 1/2		
800-1000	14 1/2 @ 15		
Good native steers—		9 1/2 @ 10 1/2	7 1/2 @ 7 3/4
400-600	11 1/2 @ 12 1/2		
600-800	12 @ 13		
800-1000	12 @ 13		
Medium steers—		8 @ 9	7 1/2 @ 7 3/4
400-600	10 @ 11		
600-800	11 1/2 @ 12 1/2		
800-1000	11 1/2 @ 12 1/2		
Heifers, good, 400-600	11 1/2 @ 11 3/4		
Cows, 400-600	5 @ 7 1/2		
Hind quarters, choice	@ 19		
Fore quarters, choice	@ 10 1/2		

## Beef Cuts.

Steer loins, prime	unquoted	@ 16
Steer loins, No. 1	@ 29	@ 15
Steer loins, No. 2	@ 23	@ 14
Steer short loins, prime	unquoted	@ 22
Steer short loins, No. 1	@ 39	@ 19
Steer short loins, No. 2	@ 28	@ 17
Steer loin ends (hips)	@ 19	@ 12
Steer loin ends, No. 2	@ 18	@ 12
Cow loins	@ 13	@ 10
Cow short loins	@ 16	@ 11
Cow loin ends (hips)	@ 10	@ 10
Steer ribs, prime	unquoted	@ 13
Steer ribs, No. 1	@ 25	@ 11
Steer ribs, No. 2	@ 20	@ 9
Cow ribs, No. 2	@ 11	@ 7
Cow ribs, No. 3	@ 7	@ 6
Steer rounds, prime	unquoted	@ 9
Steer rounds, No. 1	@ 11	@ 7 1/2
Steer rounds, No. 2	@ 10 1/2	@ 7
Steer chucks, prime	unquoted	@ 7
Steer chucks, No. 1	@ 9 1/2	@ 5 1/2
Steer chucks, No. 2	@ 9	@ 5
Cow rounds	@ 7	@ 6
Cow chucks	@ 5 1/2	@ 5 1/2
Steer plates	@ 9 1/2	@ 5 1/2
Medium plates	@ 9 1/2	@ 3
Briskets, No. 1	@ 13 1/2	@ 8
Steer navel ends	@ 7	@ 3
Cow navel ends	@ 4	@ 3
Fore shanks	@ 7 1/2	@ 5 1/2
Hind shanks	@ 7	@ 4
Strip loins, No. 1	@ 50	@ 30
Strip loins, No. 2	@ 40	@ 28
Sirloin butts, No. 1	@ 22	@ 17
Sirloin butts, No. 2	@ 16	@ 15
Beef tenderloins, No. 1	@ 40	@ 45
Beef tenderloins, No. 2	@ 35	@ 35
Rump butts	@ 19	@ 11
Flank steaks	@ 18	@ 12
Shoulder clods	@ 8 1/2	@ 7
Hanging tenderloins	@ 7	@ 5 1/2
Insides, green, 5@6 lbs.	@ 9 1/2	@ 8
Outsides, green, 5@6 lbs.	@ 8 1/2	@ 7 1/2
Knuckles, green, 5@6 lbs.	@ 9	@ 7 1/2

## Beef Products.

Brains (per lb.)	@ 7	@ 6
Hearts	@ 4	@ 5
Tongues	@ 14	@ 15
Sweetbreads	@ 18	@ 15
Ox-tail, per lb.	@ 8	@ 8
Fresh tripe, H. C.	@ 8	@ 3 1/2
Fresh tripe, H. C.	@ 8	@ 8
Livers	@ 13	@ 12
Kidneys, per lb.	@ 8	@ 8

## Veal.

Choice carcass	10 @ 11	8 @ 9
Good carcass	8 @ 9	6 @ 8
Good saddles	11 @ 14	9 @ 11
Good racks	7 @ 9	5 @ 8
Medium racks	@ 5	3 @ 4

## Veal Products.

Brains, each	@ 10	@ 7
Sweetbreads	@ 25	@ 35
Calif livers	@ 30	@ 38

## Lamb.

Choice lambs	@ 15	@ 12
Medium lambs	@ 13	@ 10
Choice saddles	@ 17	@ 13 1/2
Medium saddles	@ 15	@ 11
Choice fores	@ 13	@ 11
Medium fores	@ 11	@ 8
Lamb fries, per lb.	@ 26	@ 25
Lamb tongues, per lb.	@ 15	@ 15
Lamb kidneys, per lb.	@ 15	@ 15

## Mutton.

Heavy sheep	@ 5	@ 4
Light sheep	@ 7	@ 6
Heavy saddles	@ 7	@ 6
Light saddles	@ 10	@ 8
Heavy fores	@ 4	@ 3
Light fores	@ 4	@ 3
Mutton legs	@ 11	@ 9
Mutton loins	@ 9	@ 7
Mutton stew	@ 3	@ 2
Sheep tongues, per lb.	@ 12	@ 9
Sheep heads, each	@ 10	@ 8

## Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	@ 13	@ 9 1/2
Picnic shoulders	@ 10	@ 6
Skinned shoulders	@ 10	@ 6
Tenderloins	@ 26	@ 18
Spare ribs	@ 14	@ 8
Back fat	@ 14	@ 7
Boston butts	@ 12	@ 5
Boneless butts, cellar trim,	2@4	@ 15
Hocks	@ 8	@ 9
Tails	@ 8	@ 5
Neck bones	@ 3	@ 1 1/2
Slip bones	@ 9	@ 5
Blade bones	@ 9	@ 5
Pigs' feet	@ 4	@ 2
Kidneys, per lb.	@ 7	@ 5
Livers	@ 3 1/2	@ 3
Brains	@ 8	@ 5
Ears	@ 5	@ 4
Snouts	@ 6	@ 5
Heads	@ 6	@ 5

## DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@ 23 1/2	@ 14
Country style sausage, fresh in links	@ 17 1/2	@ 14
Country style sausage, fresh in bulk	@ 17 1/2	@ 14
Country style sausage, smoked	@ 19	@ 14
Frankfurts in sheep casings	@ 17	@ 14
Frankfurts in hog casings	@ 17	@ 14
Bologna in beef bungs, choice	@ 13 1/2	@ 14
Bologna in beef middles, choice	@ 14 1/2	@ 15
Smoked liver sausage in hog bungs	@ 17	@ 14
Liver sausage in hog bungs	@ 16	@ 14
Head cheese	@ 16	@ 14
New England luncheon specialty	@ 19 1/2	@ 15
Mixed luncheon specialty, choice	@ 15 1/2	@ 14
Tongue sausage	@ 24 1/2	@ 15
Blood sausage	@ 15 1/2	@ 14
Souse	@ 16 1/2	@ 15
Polish sausage	@ 16 1/2	@ 15

## DRY SAUSAGE.

Cervelat, choice, in hog bungs	@ 35	@ 15 1/2
Thuringer cervelat	@ 35	@ 15 1/2
Farmer	@ 32	@ 15 1/2
Holsteiner	@ 32	@ 15 1/2
B. C. salami, choice	@ 32	@ 15 1/2
Milano salami, choice, in hog bungs	@ 33	@ 16
B. C. salami, new condition	@ 32	@ 16
Frisses, choice, in hog middles	@ 32	@ 16
Genoa style salami	@ 37	@ 17
Pepperoni	@ 37	@ 17
Mortadella, new condition	@ 38	@ 18
Capicola	@ 38	@ 18
Italian style hams	@ 29	@ 29
Virginia hams	@ 35	@ 35

## SAUSAGE MATERIALS.

(F.O.B. CHICAGO, carlot basis.)

Regular pork trimmings	8 @ 8 1/2	@ 11 1/2
Special lean pork trimmings	@ 12 1/2	@ 15 1/2
Extra lean pork trimmings	@ 12 1/2	@ 15 1/2
Pork cheek meat	@ 8 1/2	@ 11 1/2
Pork hearts	@ 5	@ 8
Pork livers	3 @ 3 1/2	@ 6 1/2
Native boneless bull meat (heavy)	@ 3 1/2	@ 6 1/2
Shank meat	@ 4 1/2	@ 7 1/2
Boneless chums	@ 4 1/2	@ 7 1/2
Beef trimmings	@ 8	@ 12
Beef cheeks (trimmed)	@ 12	@ 15
Dressed canners, 350 lbs. and up.	@ 3 1/2	@ 6 1/2
Dressed cutter cows, 400 lbs. and up.	@ 4	@ 7
Dr. bologna bulls, 600 lbs. and up.	@ 5	@ 8
Beef tripe	@ 2 1/2	@ 5 1/2
Pork tongue, canner trim, S.P.	@ 15 1/2	@ 18 1/2

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—		
Small tins, 2 to crate	\$.25	
Large tins, 1 to crate	\$.75	
Frankfurt style sausage in sheep casings—		
Small tins, 2 to crate	6.00	
Large tins, 1 to crate	7.25	
Smoked link sausage in hog casings—		
Small tins, 2 to crate	5.50	
Large tins, 1 to crate	6.25	

## BARRELED PORK AND BEEF.

Mess pork, regular	@ 29.00	
Family back pork, 24 to 34 pieces	@ 29.00	
Family back pork, 35 to 45 pieces	@ 27.00	
Clear back pork, 40 to 50 pieces	@ 29.50	
Clear plate pork, 25 to 35 pieces	@ 25.00	
Brisket pork	@ 30.00	
Beef pork	@ 25.00	
Plate beef	@ 18.00	
Extra plate beef, 200 lb. bbls.	@ 19.00	

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	\$12.00	
Honey comb tripe, 200-lb. bbl.	15.00	
Pocket honeycomb tripe, 200-lb. bbl.	19.00	
Pork feet, 200-lb. bbl.	15.50	
Lamb tongues, short cut, 200-lb. bbl.	40.00	

## DRY SALT MEATS.

Clear bellies, 18@20 lbs.	@ 14 1/2	
Clear bellies, 14@16 lbs.	@ 14 1/2	
Rib bellies, 25@30 lbs.	@ 14 1/2	
Fat backs, 10@12 lbs.	@ 12 1/2	
Fat backs, 14@16 lbs.	@ 12 1/2	
Regular plates	@ 9 1/2	
Jowl butts	@ 8	

## WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	18 @ 19	
Fancy skd. hams, 14@16 lbs.	18 @ 19	
Standard reg. hams, 14@16 lbs.	16 1/2 @ 17 1/2	
Picnics, 4@8 lbs., short shanks	11 1/2 @ 12 1/2	
Picnics, 4@8 lbs., long shank	10 1/2 @ 11 1/2	
Fancy bacon, 6@8 lbs.	23 1/2 @ 24 1/2	
Standard bacon, 6@8 lbs.	20 @ 21	
No. 1 beef ham sets, smoked		
Insides, 8@12 lbs.	21 @ 22	
Outsides, 5@9 lbs.	17 @ 18	
Knuckles, 5@9 lbs.	18 @ 19	
Cooked hams, choice, skin on, fattened	@ 30	
Cooked hams, choice, skinned, fattened	@ 29	
Cooked picnics, skin on, fattened	@ 19 1/2	
Cooked picnics, skinned, fattened	@ 19 1/2	
Cooked loin roll, smoked	@ 32	

## LARD.

Prime steam, cash, Bd. Trade	@ \$11.45	
Prime steam, loose, Bd. Trade	@ 10.82 1/2	
Refined lard, tierces, f.o.b. Chicago	@ 12 1/2	
Kettle rendered, tierces, f.o.b. Chgo.	@ 13 1/2	
Leaf, kettle rendered, tierces, f.o.b. Chicago	@ 13 1/2	
Neutral, in tierces, f.o.b. Chicago	@ 13 1/2	
Compound, vegetable, tierces, c.a.f.	@ 12 1/2	

## OLEO OIL AND STEARINE.

Extra oleo oil	@ 10	
Prime No. 1 oleo oil	@ 9 1/2	
Prime No. 2 oleo oil	@ 9 1/2	
Prime oleo stearine, edible	@ 9	

## TALLOW AND GREASES.

Edible tallow, under 1% acid, 43 titre	7 @ 7 1/2	
Prime packers' tallow	5 1/2 @ 6 1/2	
No. 1 tallow, 10% f.f.a.	4 1/2 @ 5 1/2	
Special tallow	5 @ 5 1/2	
Choice white grease	5 1/2 @ 6 1/2	
A-White grease	5 1/2 @ 6 1/2	
B-White grease	5 @ 6 1/2	
Yellow grease, 10@15%	4 1/2 @ 5 1/2	
Brown grease, 40% f.f.a.	4 1/2 @ 5 1/2	

## ANIMAL OILS.

Prime edible	@ 13	
Prime inedible	@ 9 1/2	
Headlight	@ 9 1/2	
Extra W. S.	@ 9 1/2	
Extra lard oil	@ 8 1/2	
Extra No. 1 lard oil	@ 8 1/2	
No. 1 lard oil	@ 8	
No. 2 lard oil	@ 7 1/2	
Acidless tallow oil	@ 8 1/2	
Pure neatfoot oil	@ 12 1/2	
Special neatfoot oil	@ 9 1/2	
Extra neatfoot oil	@ 8 1/2	
No. 1 neatfoot oil	@ 8 1/2	

Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

## VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b.		
Valley points, prompt	@ 9	
White, deodorized, in bbls., f.o.b. Chgo.	10 1/2 @ 11	
Yellow, deodorized, in bbls., f.o.b. Chgo.	1 1/2 @ 2	
Soap stock, 50% f.f.a., f.o.b. mills	@ 9 1/2	
Corn oil, in tanks, f.o.b. mills	7.25 @ 7.50	
Soya bean oil, f.o.b. mills	@ 8 1/2	
Cocunut oil, seller's tanks, f.o.b. coast	@ 8 1/2	
Refined in bbls., f.o.b. Chicago	6 1/2 @ 6 3/4	

## OLEOMARGARINE.

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago	@ 12	
Nut, 1-lb. cartons, f.o.b. Chicago	@ 11	
Puff paste, 1-lb. cartons, f.o.b. Chicago	@ 12 1/2	

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.



## CURING MATERIALS.

	Cwt.	Sacks.
Nitrite of soda (Chgo. warehouse stock):		
1 to 4 bbls. delivered.....	\$9.10	
5 or more bbls. delivered.....	8.95	
Salt peter, 1 to 4 bbls. f.o.b. N. Y.:		
Dbl. refined granulated.....	6.12½	5.90
Small crystals.....	7.12½	6.90
Medium crystals.....	7.50	7.25
Large crystals.....	7.87½	7.65
Dbl. refd. gran. nitrate of soda.....	3½	3.25
Salt per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:		
Granulated.....	\$ 6.80	
Medium, air dried.....	9.30	
Medium, kiln dried.....	10.80	
Rock.....	6.60	
Sugar—		
Raw sugar, 96 basis, f.o.b. New Orleans.....	@\$2.86	
Second sugar, 90 basis.....	none	
Standard gran., f.o.b. refiners.....	@ 4.40	
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%.....	@ 3.90	
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.....	@ 3.80	

## SPICES.

(Basis Chicago, original bbls., bags or bales)

	Whole.	Ground.
Allspice Prime.....	6½	8
Beefsteak.....	7	8½
Chili Pepper, Fancy.....	22½	22½
Chili Powder, Fancy.....	22	22
Cloves, Amboyna.....	28	27
Madagascar.....	14	17
Zanzibar.....	13½	16½
Ginger, Jamaica.....	20½	23
African.....	9	11
Mace, Fancy Banda.....	65	70
East India.....	60	65
E. I. & W. I. Blend.....	63	63
Mustard Flour, Fancy.....	24	24
No. 1.....	15½	15½
Nutmegs, Fancy Banda.....	24	24
East India.....	19	19
E. I. & W. I. Blend.....	16½	16½
Paprika, Extra Fancy.....	25	25
Fancy.....	24	24
Hungarian.....	26½	26½
Peppa Sweet Red Pepper.....	22½	22½
Pepper, Cayenne.....	16½	16½
Red Pepper No. 1.....	14½	14½
Pepper, Black Aleppo.....	14	15½
Black Longhorn.....	15	17
Black Tellicherry.....	35	37
White Java Muntok.....	33½	35½
White Singapore.....	29	29
White Peppers.....		

## SEEDS AND HERBS.

	Whole.	Sausage.
Caraway Seed.....	9½	11½
Celery Seed.....	51	56
Comino Seed.....	18½	21
Coriander Morocco Bleached.....	8	8½
Coriander Morocco Natural No. 1.....	11	13
Mustard Seed, Cal. Yellow.....	8½	10½
American.....	34	38
Marjoram, French.....	11	14
Oregano.....	7	8½
Sage, Dalmation Fancy.....	6½	8½
Dalmation No. 1 Fancy.....		

## SAUSAGE CASINGS.

(F.O.B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack.....	@25
Domestic rounds, 140 pack.....	@25
Export rounds, wide.....	@32
Export rounds, medium.....	@32
Export rounds, narrow.....	@44
No. 1 weasands.....	@05
No. 2 weasands.....	@03
No. 1 bungs.....	@11
No. 2 bungs.....	@8
Middles, regular.....	@70
Middles, select, wide, 2@2½ in. diam.....	1.10
Middles, select, extra wide, 2½ in. and over.....	1.25
Dried bladders:	
12-15 in. wide, flat.....	1.05
10-12 in. wide, flat.....	.90
8-10 in. wide, flat.....	.60
6-8 in. wide, flat.....	.40
Hog casings:	
Narrow, per 100 yds.....	2.45
Narrow, special, per 100 yds.....	2.00
Medium, regular.....	1.80
Wide, per 100 yds.....	1.80
Extra wide, per 100 yds.....	1.85
Export bungs.....	.27
Large prime bungs.....	.20
Medium prime bungs.....	.22½
Small prime bungs.....	.09
Middles, per set.....	.16
Stomachs.....	.08

12-15 in. wide, flat.....	1.05
10-12 in. wide, flat.....	.90
8-10 in. wide, flat.....	.60
6-8 in. wide, flat.....	.40

Narrow, per 100 yds.....	2.45
Narrow, special, per 100 yds.....	2.00
Medium, regular.....	1.80
Wide, per 100 yds.....	1.80
Extra wide, per 100 yds.....	1.85
Export bungs.....	.27
Large prime bungs.....	.20
Medium prime bungs.....	.22½
Small prime bungs.....	.09
Middles, per set.....	.16
Stomachs.....	.08

## COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.40	@ 1.42½
Oak pork barrels, black iron hoops.....	1.30	@ 1.32½
Ash pork barrels, galv. iron hoops.....	1.47½	@ 1.50
Oak pork barrels, galv. iron hoops.....	1.37½	@ 1.40
White oak ham tierces.....	2.22½	@ 2.25
Red oak ham tierces.....	1.97½	@ 2.00
White oak lard tierces.....	2.07½	@ 2.10

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, good.....	\$ 6.75 @ 7.50
Steers, medium.....	5.00 @ 6.45
Cows, common and medium.....	2.75 @ 4.00
Bulls, good.....	@ 3.75

## LIVE CALVES.

Vealers, good and choice.....	\$ 8.00 @ 9.00
Vealers, medium.....	6.00 @ 7.50
Calves.....	5.00 @ 5.10

## LIVE LAMBS.

Lambs, good and choice.....	\$ 8.00 @ 8.40
Lambs, medium.....	6.50 @ 7.50
Good and choice yearlings.....	@ 6.50
Ewes.....	2.00 @ 3.50

## LIVE HOGS.

Hogs, 200 lb. average, good.....	@ \$6.10
Hogs, heavy.....	6.25 @ 6.50

## DRESSED HOGS.

Hogs, good to choice.....	\$11.00 @ 11.50
---------------------------	-----------------

## DRESSED BEEF.

### CITY DRESSED.

Choice, native, heavy.....	14½ @ 15½
Choice, native, light.....	14½ @ 15½
Native, common to fair.....	12½ @ 14

### WESTERN DRESSED BEEF.

Native steers, 600 @ 800 lbs.....	13½ @ 14½
Native choice yearlings, 440 @ 600 lbs.....	13½ @ 14½
Good to choice heifers.....	12 @ 13
Good to choice cows.....	10 @ 11
Common to fair cows.....	8 @ 9
Fresh bologna bulls.....	6½ @ 7½

## BEEF CUTS.

	Western.	City.
No. 1 ribs.....	@ 22	21 @ 23
No. 2 ribs.....	@ 20	18 @ 20
No. 3 ribs.....	@ 17	14 @ 17
No. 1 loins.....	@ 22	20 @ 23
No. 2 loins.....	@ 21	19 @ 22
No. 3 loins.....	@ 15	16 @ 18
No. 1 hinds and ribs.....	@ 16	16 @ 18
No. 2 hinds and ribs.....	@ 14	14 @ 15
No. 1 rounds.....	@ 13	13 @ 14
No. 2 rounds.....	@ 12	12 @ 13
No. 3 rounds.....	@ 11	11 @ 12
No. 1 chucks.....	@ 13	13 @ 14
No. 2 chucks.....	@ 11	11 @ 13
No. 3 chucks.....	@ 10	10 @ 12
Bolognas.....	7 @ 8	
Rolls, reg. 6 @ 8 lbs. avg.....	22 @ 23	
Rolls, reg. 4 @ 6 lbs. avg.....	17 @ 18	
Tenderloins, 4 @ 6 lbs. avg.....	50 @ 60	
Tenderloins, 5 @ 6 lbs. avg.....	50 @ 60	
Shoulder clods.....	11 @ 12	

## DRESSED VEAL.

Good.....	12 @ 13
Medium.....	11 @ 12
Common.....	8½ @ 11

## DRESSED SHEEP AND LAMBS.

Lambs, prime to choice.....	16 @ 18
Lambs, good.....	13½ @ 14½
Lambs, medium.....	12½ @ 13½
Sheep, good.....	8 @ 10
Sheep, medium.....	6 @ 8

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10 @ 12 lbs.....	13 @ 14
Pork tenderloins, fresh.....	28 @ 30
Pork tenderloins, frozen.....	24 @ 25
Shoulders, Western, 10 @ 12 lbs. avg.....	10½ @ 11
Butts, boneless, Western.....	16 @ 17
Butts, regular, Western.....	12 @ 13
Hams, Western, fresh, 10 @ 12 lbs. avg.....	14 @ 15
Picnic hams, Western, fresh, 6 @ 8 lbs. average.....	10 @ 11
Pork trimmings, extra lean.....	15 @ 16
Pork trimmings, regular 50% lean.....	9 @ 10
Spareribs.....	

## SMOKED MEATS.

Hams, 8 @ 12 lbs. avg.....	18 @ 19
Hams, 10 @ 12 lbs. avg.....	18 @ 19
Hams, 12 @ 14 lbs. avg.....	18½ @ 19½
Picnics, 4 @ 6 lbs. avg.....	12½ @ 13½
Picnics, 6 @ 8 lbs. avg.....	12 @ 13
City pickled bellies, 8 @ 12 lbs. avg.....	17 @ 18
Bacon, boneless, Western.....	23½ @ 24½
Bacon, boneless, city.....	23 @ 24
Rollerets, 8 @ 10 lbs. avg.....	17 @ 18
Beef tongue, light.....	23 @ 25
Beef tongue, heavy.....	25 @ 27

## FANCY MEATS.

Fresh steer tongues, untrimmed.....	15c a pound
Fresh steer tongues, l. c. trim'd.....	30c a pound
Sweetbreads, beef.....	30c a pound
Sweetbreads, veal.....	60c a pair
Beef kidneys.....	10c a pound
Mutton kidneys.....	3c each
Livers, beef.....	27c a pound
Oxtails.....	14c a pound
Beef hanging tenders.....	22c a pound
Lamb fries.....	10c a pair

## BUTCHERS' FAT.

Shop fat.....	@ 1.50 per cwt.
Breast fat.....	@ 2.00 per cwt.
Edible suet.....	@ 3.50 per cwt.
Indible suet.....	@ 2.50 per cwt.

## GREEN CALFSKINS.

	5-9 9½-12½	12½-14	14-18	18 up
Prime No. 1 veals.....	.11	1.55	1.65	1.70
Prime No. 2 veals.....	.10	1.40	1.50	1.55
Buttermilk No. 1.....	.08	1.25	1.35	1.40
Buttermilk No. 2.....	.07	1.15	1.25	1.30
Branded grubby.....	.06	.85	.85	1.00
Number 3.....	.06	.85	.85	1.00

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pieces.....	75.00 @ 85.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces.....	@ 65.00
Black or striped hoofs, per ton.....	45.00 @ 50.00
White hoofs, per ton.....	@ 100.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces.....	@ 70.00
Horns, according to grade.....	75.00 @ 200.00

## PRODUCE MARKETS.

	Chicago.	New York.
Butter.		
Creamery (92 score).....	@ 29	@ 31
Creamery (91 score).....	27½ @ 28	@ 30
Creamery firsts (88 score).....	@ 26½	@ 27½
Eggs.		
Extra firsts.....	@ 26	
Firsts.....	@ 25½	26 @ 27
Standards (refrigerated).....	@ 20½	22½ @ 24
Live Poultry.		
Fowls.....	9½ @ 13½	11 @ 17
Chickens.....	10 @ 16	12 @ 18
Turkeys.....	17 @ 25	19 @ 25
Ducks.....	9 @ 17	10 @ 16
Geese.....	9 @ 13	14 @ 16
Dressed Poultry.		
Fryers, 31-42.....	18 @ 19	18 @ 19
Roasters, 43-54.....	18 @ 20½	19 @ 21½
Roasters, 55 and up.....	21½ @ 23½	22½ @ 24½
Fowls, 31-47.....	14 @ 16	15 @ 17
48-59.....	16½ @ 17½	17½ @ 18½
60 and up.....	18½ @ 19	@ 19½

## BUTTER AT FIVE MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston, Philadelphia, and San Francisco, week ended December 13, 1934:

	Dec.	7	8	10	11	12	13
Chicago.....	29½	29½	29½	29½	29	28½	
N. Y.....	30½	30½	31	31	30½-30½	30	
Boston.....	31	31	31½	31½	31½	31	
Phila.....	31½	31½	32	32	31½	31	
San Fran.....	32½	32½	32½	32½	31	29½	

Wholesale prices carlots—fresh centralized butter—90 score at Chicago:

28½	28½	28½	28½	28	27½
-----	-----	-----	-----	----	-----

Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1— 1934.	1933.
Chicago.....	29,263	33,204	46,276	3,031,027	3,468,716
N. Y.....	38,410	28,023	65,597	3,507,712	3,890,543
Boston.....	14,545	14,806	14,654	1,242,090	1,208,462
Phila.....	18,137	14,979	20,510	1,175,859	1,220,821
Total.....	100,355	91,012	147,037	8,956,688	9,788,533

Cold storage movement (lbs.):

	In	Out	On hand	Same week day last year.
Dec. 13.		Dec. 14.	Dec. 13.	
Chicago.....	138,005	341,935	23,690,640	55,248,928
N. Y.....		73,369	2,939,659	19,424,031
Boston.....	45,015	63,194	1,258,451	2,737,207
Phila.....	16,500	28,626	1,013,473	1,069,090
Total.....	199,520	507,124	28,922,223	78,479,254



# CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

## Position Wanted

### By-Product Foreman

Seventeen years' experience in lard refinery; tank-house; hide cellar; and stock food. Available at any time and will go anywhere. Can give best of references as to my ability and character. W-761, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

### By-Product Supervisor

Wanted, position as by-product supervisor. Practical in wet and dry rendering of lard and inedible by-products. Trial will prove my ability. Good references. Married. W-766, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

### Superintendent

Practical all-around packinghouse man. Expert on sausage, curing and smoking. Perfect satisfaction guaranteed. Know how to handle men and not afraid of hard work. Have worked in both large and small plants. Would make investment if satisfactory. W-767, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

### Do You Plan to Make Dog Food?

If so, you need the right advice to keep out of trouble. Expert with practical experience can establish formulas and methods and start production for you. W-620, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

### Chief Engineer

Would like position as chief engineer or maintenance superintendent in Ohio or Central States. Economical, reliable operation. Have never failed to reduce steam and power costs substantially and improve operation. Can handle men. W-758, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

### Sausage Expert

Am qualified to direct and manage all sausage room operations. Expert knowledge of all products, including specialties. Reputation for making quality sausage from any materials. Expert knowledge in figuring costs. Can put your sausage department on money-making basis. W-715, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

## Men Wanted

### Beef Casings Operator

Wanted, first-class operator on beef casings. Reply giving complete information to W-763, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Salesman

Nationally known packinghouse serving packing trade is seeking man well-known in packing industry with background of successful selling experience. We have big job and expect big man to fill it. Applications will be treated in strictest confidence. W-764, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

### Killing Floor Foreman

Killing floor working foreman wanted for small plant on Pacific Coast. Must be all-around cattle man with experience on sheep and hogs. Good references necessary. State wages desired. Must pay own transportation. Must be capable of producing quality workmanship at minimum expense. W-765, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

### Salesman

Wanted, salesman calling on meat packers to sell spices and seasonings either full or part time. Reply in detail. W-759, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Business Opportunities

### Complete Packing Plant

For sale at real bargain and on terms to suit purchaser, completely equipped packing plant in one of most thriving metropolitan districts in Southern California. For full information address FS-752, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Make your wants known through these little ads, with the big pull.

## Equipment for Sale

### "Boss" Equipment

For sale, 1 No. 166 "Boss" meat chopper; 1 No. 5½ "Boss" silent cutter. Both equipped with 15-H.P. 220-volt, 60-cycle, 3-phase motors. Excellent condition. Priced to sell. FS-762, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

### Packinghouse Machinery

For sale, reconditioned machinery of every description from single machine to machinery for complete packing plant. Guaranteed in A-1 condition. Write Menges, Mange, Inc., 1515 N. Grand Blvd., St. Louis, Mo.

### Machinery Bargains

The following machinery for sale at bargain:

- 1 Anco No. 600 Laabs Cooker
- 1 Anderson Cracking Expeller
- 1 Anco 3 x 6 Lard Roll
- 3 Mechanical Mfg. Co. Meat Mixers
- 1 M. & M. Hog
- 1 Lard Filter Press
- 1 Steam Tube Dryer, 6' x 30'
- 5 Cooking Kettles

What idle machinery have you for sale?

CONSOLIDATED  
PRODUCTS COMPANY, INC.  
14-19 Park Row, New York City

## GEO. H. JACKLE

### Broker

Tankage, Blood, Bones  
Cracklings, Bonemeal  
Hoof and Horn Meal  
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New York City

## SAVE TRUCKS—SAVE FLOORS WITH NEW WHEELS

Floor trucks, trailers, have double life with new wheels. With rubber tires—noiseless—power saving—they can be applied to almost every service.

Made to fit old axles or complete with roller bearings and new axles.

They modernize old equipment at low cost. Ask for Bulletin A-521-N.

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## THE CUDAHY PACKING CO.

Importers and Exporters of

### Selected Sausage Casings

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## TO SELL YOUR PRODUCTS

in Great Britain

communicate with

STOKES & DALTON, LTD.  
Leeds, 9 ENGLAND



# UNITED DRESSED BEEF COMPANY J. J. HARRINGTON & COMPANY City Dressed Beef, Lamb and Veal, Poultry

Oleo Oils  
Stearine  
Tallows

Stock Foods  
Calf Heads  
Cracklings

Pulled Wool  
Pickled Skins  
Packer Hides

Calf Skins  
Horns  
Cattle Switches

**Selected Beef and Sheep Casings**  
**NEW YORK CITY**

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First Ave. and East River

Telephone  
Murray Hill 4-2900

## Superior Packing Co.

Price Quality Service

Chicago



St. Paul

**DRESSED BEEF**  
**BONELESS BEEF and VEAL**  
*Carlots Barrel Lots*

## Sheep - Beef - Hog CASINGS

HIGH QUALITY  
PROMPT SERVICE  
FAIR PRICES

**M. J. SALZMAN Co., Inc.**

619 W. 24th Place, Chicago  
Cable Masalz, Liebers, Bentley Code

Phone Gramercy 3665

## Schweisheimer & Fellerman

Importers and Exporters of  
**SAUSAGE CASINGS**

Selected Hog and Sheep Casings a Specialty  
Ave. A, cor. 20th St. New York, N. Y.

## HARRY LEVI & CO.

Importers and Exporters of  
**Sausage Casings**

723 West Lake Street

Chicago

**"MONGOLIA"**  
sets the pace in  
**SHEEP CASINGS**

**"MONGOLIA"** Importing Co. Inc.  
274 Water Street New York City

*"The Skins You Love to Stuff"*

## Early & Moor, Inc. SAUSAGE CASINGS

Exporters  
Importers

139 Blackstone St.  
Boston, Mass.

**MASSACHUSETTS IMPORTING COMPANY**  
*IMPORTERS and EXPORTERS*

## SAUSAGE CASINGS

QUALITY STRENGTH SERVICE

NEW YORK, N.Y.  
276 Fifth Ave.

BOSTON, MASS.  
78-80 North St.



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Griffith Laboratories .....	42	Peters Machinery Co.....	†	Wirk Garment Industries, Inc.....	††
		Pittsburgh Piping & Equipment Co..	†	Worcester Salt Co.....	††
		Powers Regulator Co.....	†	Worthington Pump & Mch. Corp....	†
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\*Advertisement appears every other week.  
†Every fourth week.  
††Once a month.

While every precaution is taken to insure accuracy, we cannot guarantee against the possibility of an occasional change or omission in the preparation of this index.



# CARLOT SHIPPERS

*Straight and mixed cars*



## The RATH PACKING CO.

❖  
**Pork and Beef Packers**

BLACKHAWK HAMS and BACON

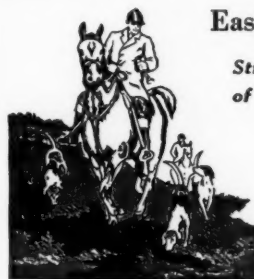
Straight and Mixed Cars of  
Packing House Products

**Waterloo, Iowa**

## Hunter Packing Company

East St. Louis, Illinois

*Straight and Mixed Cars  
of Beef and Provisions*



NEW YORK OFFICE  
410 W. 14th Street

REPRESENTATIVES:  
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F. C. Rogers, Philadelphia

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GOOD FOOD

Main Office and Packing Plant  
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**"AMERICAN BEAUTY"**  
**HAMS and BACON**

Straight and Mixed Cars of Beef,  
Veal, Lamb and Provisions

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**Krey's**

St. Louis

Shippers of Straight and Mixed Cars

**Pork — Beef — Sausage — Provisions**  
**HAMS and BACON**

*"Deliciously Mild"*

New York Office—259 W. 14th St.

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## The Columbus Packing Company



**Pork and Beef Packers**

Columbus, Ohio

Schenk Bros., Managers

New York Representative: M. C. Brand, 410 W. 14th St.

**Dold**

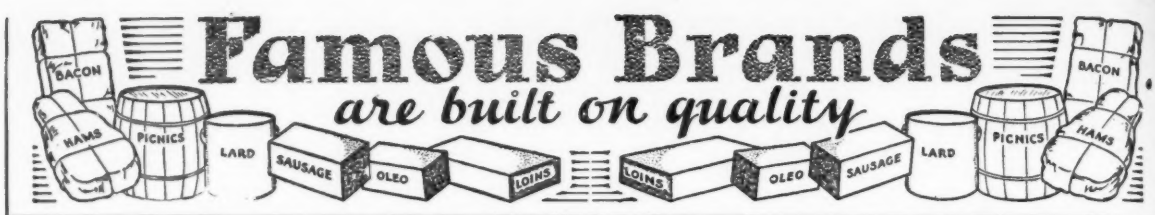
NIAGARA BRAND  
**HAMS & BACON**

SHIPPERS OF STRAIGHT AND MIXED CARS OF

**BEEF — PORK — SAUSAGE — PROVISIONS**

BUFFALO — OMAHA — WICHITA





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Bacon  
Lard  
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Manufacturers of



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FRANKFURTS

LARD  
DAISIES  
SAUSAGES

**QUALITY Pork Products That SATISFY**

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PORK PRODUCTS—SINCE 1876

The H. H. MEYER PACKING CO.

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**Vogt's**

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F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

*foods of Unmatched Quality*

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HAMS — BACON

LARD — SAUSAGE

SOUTHERN ROSE SHORTENING

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MEAT PACKERS and PROVISION DEALERS

WHOLESALE SLAUGHTERERS OF

CATTLE, HOGS, SHEEP AND CALVES

U. S. GOVERNMENT INSPECTION ALLENTOWN, PA.



Greetings  
from



In closing our books for the past year, we find that we owe a debt of gratitude for the good will and loyalty of our many friends with whom it has been a real pleasure for us to do business.

We take this occasion to extend to the Packing Industry, best wishes for a very Happy Christmas and a Prosperous New Year.

**THE ALLBRIGHT-NELL CO.**  
**CHICAGO**





## SHOW OFF YOUR MEATS WITH **ATLAS**

Swift's Atlas Gelatin was perfected for just one purpose . . . . . making jellied meats

It is: — **CLEAR** . . . Allowing the meats to show off to real advantage.

**TASTELESS** . . . Not interfering with the flavor of the meat.

**HIGH TEST** . . . For this reason, very economical.

We believe that more Atlas Gelatin is used for jellied meats than any other brand.

Atlas meets in purity all government requirements and state or federal pure food regulations.

**Swift & Company, Chicago**

Guarantee: "If you are not 100% pleased with the gelatin — both as to results and economy—you may return it to us at our expense."



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